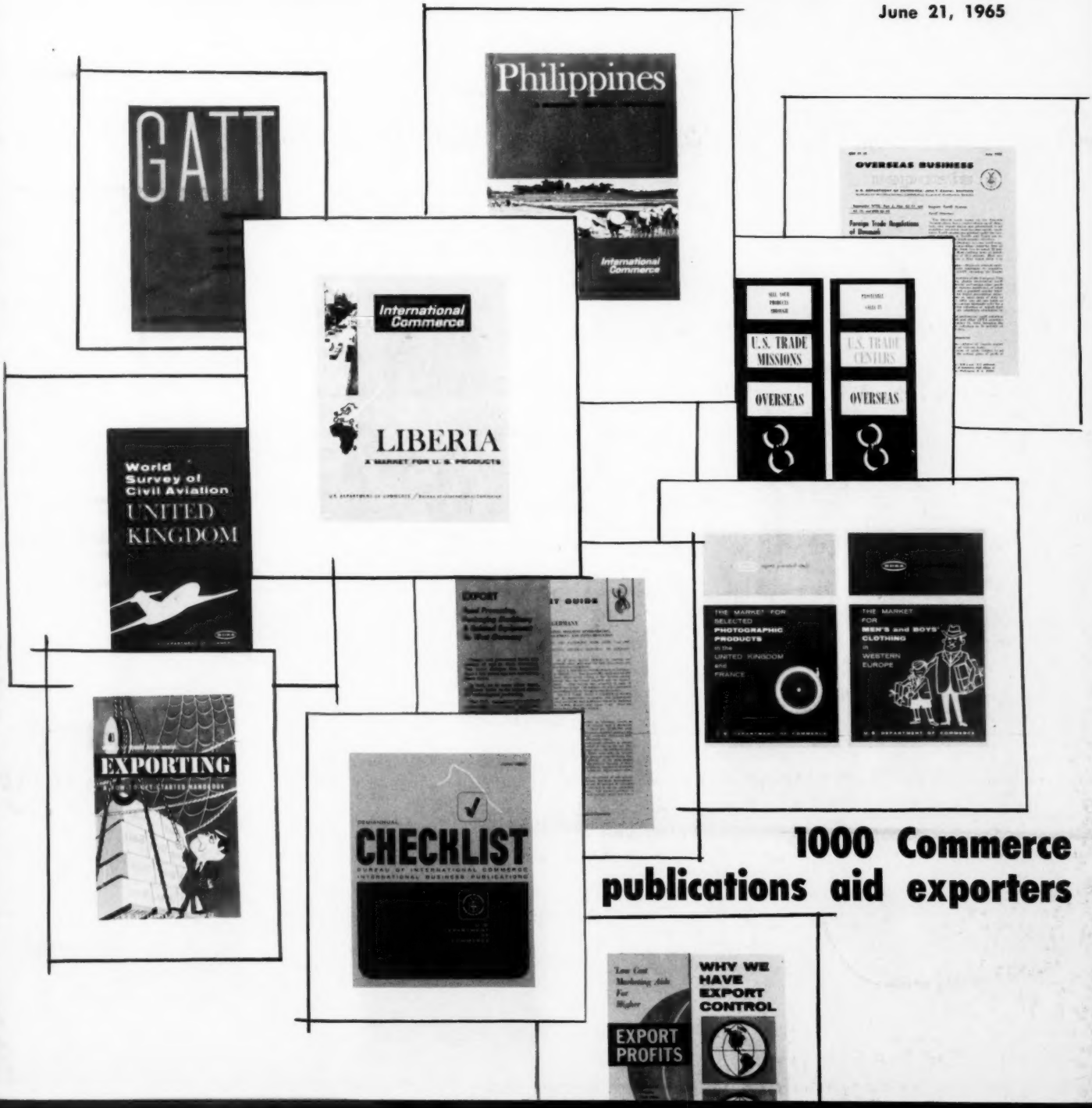
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 21, 1965



1000 Commerce publications aid exporters

SPARK PLUGS—Prestolite spark plugs will now be manufactured in 10 countries outside the United States, the Prestolite International Co. announced as it signed licensing agreements with a Peruvian and a Chilean firm. The two new licensees are Industria Peruana del Acero, S.A., (IPASA), and Industria Productora de Repuestos Automotrices, S.A., of Chile (INPRASA). Headquarters are in Lima and Santiago.

TRANSISTORS—A new manufacturing facility in Barcelona, Spain, is planned by National Semiconductor Corp. (NSC) of Danbury, Conn. The new facility will be operated by Piher Semiconductor, S.A., as a joint venture with Piher, S.A., of Barcelona. Transistors for the UHF market will be produced by the new corporation and will also be a source for low-cost home entertainment, computer- and industrial-type transistors. Piher will market the new products in Spain and Portugal and NSC will handle U.S. and Canadian marketing.

FERTILIZERS—Dorr-Oliver, Inc., of Stamford, Conn., has been chosen to supply the phosphoric-acid plant for a new phosphate complex to be built in Visakhapatnam, India. The plant will be built for Coromandel Fertilisers, Ltd., in which International Minerals & Chemical Corp. and California Chemical are the two U.S. partners. Remaining ownership is held by E.I.D.-Parry Ltd., and the Indian public account.

OFFICE MACHINES—A new marketing organization—Burroughs Machines, Ltd.—has been formed to sell a complete line of adding machines, accounting machines, and computers in Rhodesia, Zambia, Malawi, Kenya, Uganda, Bechuanaland and the United Republic of Tanzania—all formerly served by Burroughs South African Co.

CASUAL SHOES—With the introduction of Hush Puppies at retail to French consumers, France becomes the 17th country abroad in which the American-originated shoes are being marketed under license from the Wolverine Shoe & Tanning Corp. of Rockford, Mich. A factory in Nancy recently began producing the first French-made Hush Puppies for men, with women's and children's versions slated to be added to the product line later.

Business Bulletins

from around the world

BOLIVIA—Minister of Mines informed cabinet meeting that technical studies of Mutun iron deposits in eastern Bolivia completed. According to report, minimum investment of $136 million will be required to develop deposits, said to contain minimum of 49 billion metric tons of iron valued at $200 billion, all within area of 50 square kilometers. In addition, there are supposedly 20 million metric tons of manganese. Ministers recommended immediate development of these mines by mixed public-private corporation, with the Government to supply at least 30% of capital.

CHILE—First National City Bank, only U.S. bank in Chile, opens branch office in Concepción, third largest city and site of developing industrial complex.

GREECE—Subsidiary of Dow Chemical Co., Dow Hellenic Chemical Industry, sole manufacturer of polystyrene here, obtains Government approval to invest $1.4 million either to expand its polystyrene production facilities or establish polyurethane manufacturing unit.

Huge deposits peat coal, possibly exceeding 2.5 billion tons, discovered at Philippi, near Cavalla. Deposits cover approximately 54 square kilometers and extend from surface to depth of about 70 meters.

INDIA—Press reports that Japan is establishing $10 million credit to be used by India's textile industry for plant modernization with Japanese equipment. Severe foreign exchange shortage has slowed improvement of important but aging cotton textile production facilities. The $10 million credit said to be in addition to $60 million loan provided by Japan at last month's "Aid-India Consortium" meeting held in Washington.

Ministry of Works and Housing proposes to construct seven new hotels in public sector—five to be located in New Delhi, one in Calcutta, one in Bombay. According to estimates, India requires additional 5,500 hotel rooms in various categories.

IRELAND—Two new knitware factories, branches of German companies, locate in southern Ireland. Plants, employing 240 people, to manufacture men's, boy's hose, fully-fashioned wool knitware for export to Germany.

MALAYSIA—Construction begun on $1.3 million wharf adjacent to site of new Mobil Oil Refinery at Jurong Industrial Estate in Singapore. Project, designed by Mobil to serve tankers up to 800,000 tons, expected to be completed some months prior to opening of refinery.

SPAIN—According to advance customs statistics, imports in April amounted to $266.6 million, of which U.S. furnished $53.7 million (20.2%). Exports for same period valued at $75.8 million of which $10.9 million (14.4%) went to U.S. For first three months of 1965, U.S. share of imports was 14.2%, Spanish exports was 10.6%.

SWITZERLAND—Agreement signed with Brazil to cooperate on peaceful uses of atomic energy, subject to existing legislation in two countries.

TRINIDAD and TOBAGO—To determine whether or not Trinidad should build deep water harbor in south, U.S. firm, Arthur D. Little is initiating feasibility study on commercial, engineering, economic aspects of proposed project.

UNITED KINGDOM—Government institutes stricter controls over consumer purchases by increasing minimum downpayment on cars, motorcycles from 20 to 25% and on number of household appliances from 10 to 15%.

Prices on British-made tractors for sale to British farmers recently increased by amounts up to 6%. Price increases, which began last March, attributed to increased costs of raw materials, labor, and affect of Government economic measures such as higher bank note, increased taxes on gasoline, import surcharge.

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the cover

Anyone interested in sales abroad will be interested in some of the many publications listed in the mid-year "Check list" published in this issue. The list not only gives title, size, and date, but tells where and how to order those that will be useful in your field.

International Commerce

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June 21, 1965 Volume 71, Number 25

International Business Publications
Mid-year Check List
Pages 13-33

FEATURES

2 Hertie Department Store chain promotes 'America Week' in 46 cities of West Germany; giant sale of U.S. products had considerable impact

5 Global patent situation reaches 'crisis' level, say authorities attending NAM conference in New York; delays up to 10 years termed not uncommon

6 Liberian rubber, American steel are inbound and outbound cargoes on liner docking at Port Ashtabula, Ohio, after journey over St. Lawrence

7 International Cooperation Year in United States involves business leaders in many programs as White House prepares to hold conference Nov. 29-Dec. 1

9 Indiana motor manufacturer quotes prices at customer's door, boosts European sales about 300% in three years of well-planned campaign

10 Engineering exhibition coming up in Melbourne this summer; U.S. manufacturers invited to take advantage of opportunity to trade in Pacific area

TRADE FAIRS AND CENTERS

11 Shows scheduled in Stockholm next fall to feature photography, materials handling equipment; U.S. products in both fields continue to grow in popularity

12 Sample Display Service opens in Nairobi; 17 U.S. exhibitors display goods before 70 local businessmen; responsible agents expected to be located

WORLDWIDE BUSINESS OUTLOOK

34 Greece continues to be attractive market for U.S. products as imports, purchasing power rise; barter arrangements with Soviets cause difficulty

36 Economic situation in U.K. characterized by high, expanding domestic activity and major deficit in overseas payments; climate friendly to U.S.

INVESTMENT OPPORTUNITIES

42 Investment mission to India, on special visit to Nepal, receives warm welcome, uncovers several proposals for joint venture and licensing opportunities

FOREIGN GOVERNMENT ACTIONS

44 EEC plans to protect shipbuilding industry; member states directed to aid in building and repairing of vessels; Portugal publishes new investment law

WORLD TRADE OPPORTUNITIES

45 Projects opened abroad
46 Leads for exporters
53 International representation
54 Construction projects
55 Leads for importers
55 Visiting buyers and officials

New Books and Reports, page 56

WOMEN'S WEAR featured

CANNED GOODS on display

HOUSEWARES sold well

FEATURED IN 46 CITIES

America week overseas

Herties Department Store chain promotes giant sale of U.S. products in Germany

The recent nation-wide promotion of "America Week" in 46 cities in the Federal Republic of Germany and West Berlin by the Hertie Department Store chain is reported to have achieved considerable impact in that country in identifying the firm as the place to buy U.S.-made consumer products.

A team of 20 buyers from the company purchased between 2 and 2½ million dollars worth of products in the U.S. last winter, and altho there was some delivery delay due to the dock strike, the promotion occurred as scheduled in the latter part of March and early April.

While Hertie carried the principal burden and financed the extensive advertising campaign and the store displays, assistance was provided by a number of government agencies in addition to the Department of Commerce and the Consulates staffs in the various cities concerned, especially the Frankfurt Consulate General's office, where Hertie's

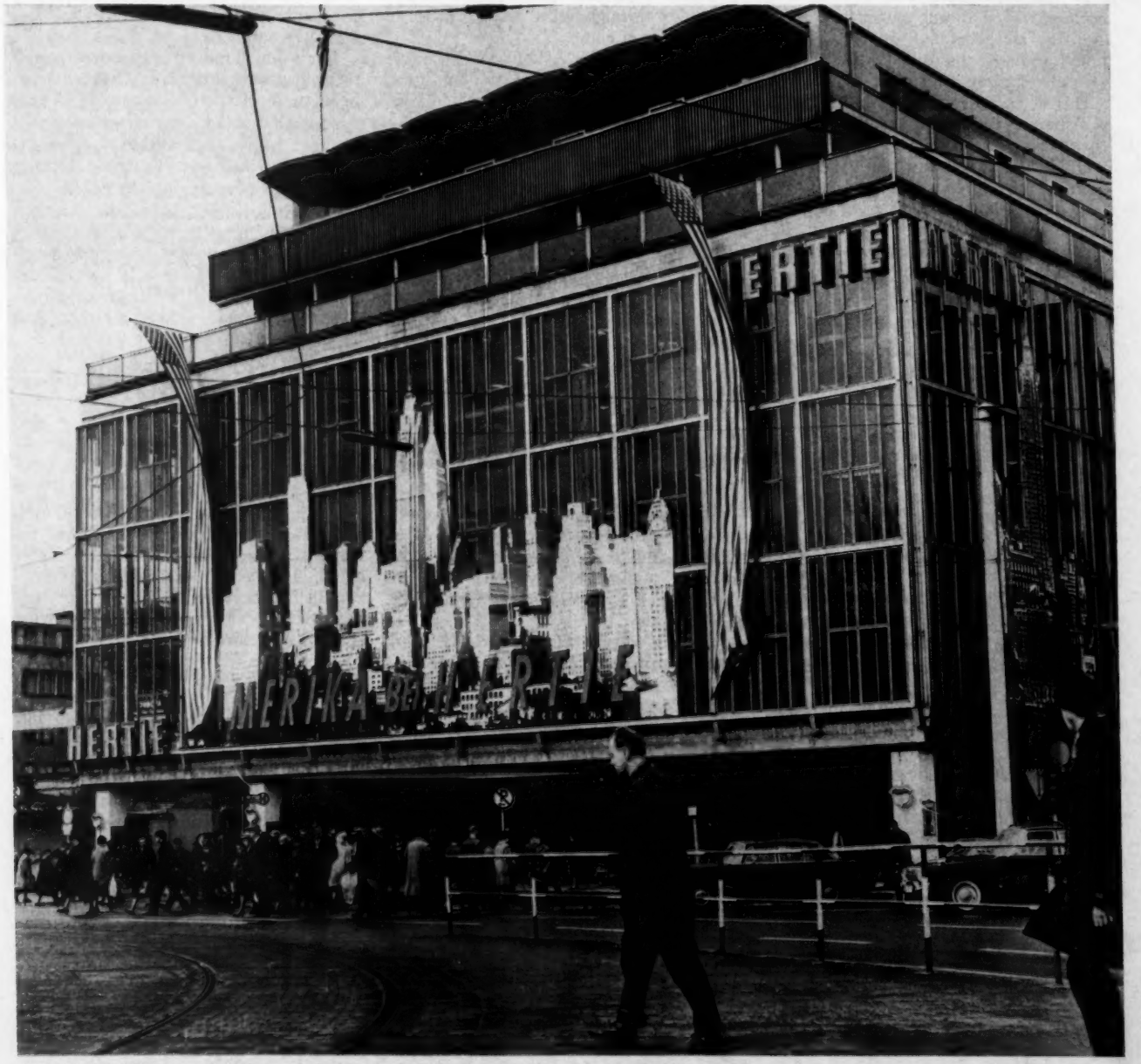
BERLINERS were greeted by this storefront display during special sale

U.S. AMBASSADOR McGhee examines exhibit of American cooking ware (center)

BOURBON whiskey was popular

U.S. GOODS and skylines featured

THE OLD WEST drew attention



MODERN COLOGNE store front featured the New York skyline to attract buyers to America Week sale

headquarters is located. The officers of the United States Information Service and U.S. Military staffs in the area provided all possible support to the effort.

There were a variety of special features such as: performances of an American combo band, square dance groups, boy scout groups, volunteer American barkeepers who served American beverages (some of these were Army dependents and other Army volunteers), and a parade of a western covered wagon through the City of Bremen advertising *"Amerika Bei Hertie."* Massive false store fronts were created by Hertie to show the New York City skyline. This motif prevailed throughout all the stores and was all generated by Hertie. Costumed Indians and other western types were also among the special features.

This is the first nation-wide promotion of America Week in the scope and intensity put on by Hertie according to Paul H. Brent, Commercial Attache in Bonn. Hertie purchased a very wide variety of goods in the wearing apparel, textile, household wares, furniture, personal accessories, foodstuffs—including beverages, and appliances fields.

Only the beginning

This is the real commercial benefit of this promotion but it is only the beginning since many goods had to be reordered almost immediately the promotion opened, Brent reported.

It was Hertie's firm intention that their chain of stores should be firmly identified as places to buy American consumer goods. They are definitely interested in the long-term repeat sales of American products. At this stage, it is difficult to estimate what the total short-term and long-term sales might total; but Hertie's management is definitely optimistic. The exposure of many products was a test from which judgments will be made for reordering.

An all-out advertising campaign was launched by Hertie through German newspapers concentrated on the opening day on March 26 and running continuously through the week. A quizz contest was conducted in each participating store with a final elimination round in Berlin. The prizes were all-expense trips to the United States donated by Pan American World Airways and the United States Lines. PanAm also cooperated by flying 25,000 orchids to Germany for distribution to lady customers in principal stores. Films of New York and the New York World's Fair were shown in store theaters. Blow-ups of American scenes were made by Hertie from photos supplied by USIS.

While the Hertie management and our Consulates considered the "Amerika Bei Hertie" promotion as a resounding success from the public relations standpoint and the interest generated in things American, the real value of this promotion comes through the qualitative acceptance by Hertie's customers of the products shown. While this acceptance varied regionally and according to the vigor and imagination shown by individual Hertie store managements and sales personnel, some general conclusions can be cited.

Saleable products

Products which had definite appeal generally throughout all the stores were:

TV lounge chairs
Camping Chairs & Outdoor Furniture
Sports and Casual Wear for men, women and teenagers (shirts, slacks, sport jackets, jeans, poplin coats [these sold very well])
Whisky glasses and sets (1200 units sold during the two weeks)
Children's clothing up to age 12
Glasses with the picture of J. F. Kennedy
Carpet (Barwick synthetics)
Handkerchieves
Girl's knee socks (knitted with design)
Women's coats
Women's housecoats
Woolen knitted wear (women and teenage girls—sweaters, jacket and skirt sets)
Fountain pens

Also, Early American furniture, towels and bath sets, paper ware, ladies lingerie, automobiles, men's and boy's leisure wear, housewares, bourbon whiskey, electrical appliances, wooden decorative wear, women's wear (note—if made to German requirements, would be even more saleable); cosmetics, outdoor grills, books, auto care items, bolts of cloth, rug cushion material, children's bicycles and outboard motors.

Items which moved only modestly well, or even poorly, included: Drapery & upholstery fabrics, toys, expensive kitchen appliances, shoes, crystal glass ware, leather goods, dishwasher equipment, toilet sets, neckties, women's blouses, electric can openers, and luggage.

(Note—Many variables enter into the above classification. Some items were too high priced, some not according to German taste, some items arrived too late to be properly featured. Others were not advertised as extensively as they might have been. The list should not be regarded as a 100% accurate gauge of saleability in Germany).

U.S. to participate in September '66 international nuclear energy display

Plans are underway at the Department of Commerce for U.S. participation in NUCLEX '66, the first international sales fair for nuclear energy. The final go ahead signal is awaiting the response of U.S. industry.

The fair will be held Sept. 8-14, 1966, in the permanent buildings of the Swiss Industries Fair, Basel.

According to the Department's Bureau of International Commerce, the current annual export of U.S. nuclear instruments (excluding reactor instrumentation) is around $15 million, or about 25% of total U.S. production. In the future, Europe alone has a market potential equal to the United States market, and rivalry for this trade is increasing.

The Atomic Energy Commission and Euratom consider that 1966 will be the beginning of a highly competitive era for industrial nucleonics sales.

NUCLEX '66 would provide U.S. manufacturers with an excellent opportunity to develop further their vantage position in the field. The fair is expected to draw leading members of European consuming industrial organizations, public officials, research lab technicians and research directors. Participants will be able to demonstrate the latest nuclear products and techniques for use in power plant construction, city engineering, medicine and allied sectors.

Eleven parts

The fair will comprise 11 main groupings:

Reactors, civil engineering, health physics, laboratory equipment, treatment of radioactive waste, application of radioisotopes and irradiation techniques, particle accelerators and accessories, uranium prospecting and mining, computers, exhibits of government organizations and general educational literature and films.

England, France and West Germany are among the other countries who will be participating.

Write: Bureau of International Commerce, Export Operations Officer, Code 8195, Department of Commerce, Washington, D.C. 20230.

WORLDWIDE DELAYS

Patent applications flood

Global patent situation conference shows delays up to 10 years not uncommon

"Crisis" was the key-word that described the global patent situation as viewed by international patent authorities who participated in a National Association of Manufacturers Conference on this subject at the Waldorf Astoria in New York City, June 11.

Dr. Kurt Haertel, President of the West German Patent Office, quickly set the tone of the program by pointing to the situation in West Germany—average patent application pendency of five years, with delays of ten years not uncommon for some cases—as characteristic of the situation that now exists in most countries in which applications are examined for novelty. If this problem persists, according to Dr. Haertel, patents will soon begin to lose their value.

The growing number of foreign applications being filed to support rapidly expanding international trade was believed to be the principal reason for the backlogs and long pendency periods. Dr. Haertel pointed out that of the total 516,000 patent applications filed annually in the more than sixty countries which adhere to the Paris Convention For the Protection of Industrial Property, 40 to 50% are foreign-origin cases. Because under the present international set-up it is necessary to file separate patent applications in each of the countries where protection is desired, many of these foreign origin cases represent duplicate or multiple filings of the same invention.

As possible short term solutions to the international patent problem, Dr. Haertel proposed:

- That countries mutually exchange examination or search results for corresponding applications;
- That serious study be given to the establishment of a central search office in order to eliminate duplicate examination; and
- That efforts be made to broaden the scope of activity of the Council of Europe on harmonization of patent laws and to interest more countries in the work of this body.

The difficulties faced by the EEC countries in unifying their patent laws under the proposed Common Market patent system were discussed by Jean Monnet, Director of the French firm, Societe Des Usines Chimiques Rhone-Poulenc. Monnet expressed the opinion that the wide variations of laws and the requirement to relinquish sovereignty will make it difficult to accomplish unification and that strong opposition to the proposed Common Market patent law has developed along these lines. Particular difficulties were being experienced with efforts to harmonize laws with respect to chemical and pharmaceutical patents.

Dutch deferred system

Progress of the deferred examination system recently adopted in The Netherlands was discussed by Dr. C. J. de Haan, Director of The Netherlands Patent Office. Under this system all patent applications are published 18 months after the filing date or foreign priority date but the applications are examined only after a subsequent request. The theory is that applicants are able to evaluate their need for full protection before requesting examination.

Dr. de Haan reiterated Dr. Haertel's proposals for a central search office and the exchange of search results and also recommended that mechanical searching procedures be fully utilized.

Patents mushroom in Japan

Over 90,000 patent applications were produced last year by the technological explosion in Japan according to Sueaki Oda of the Japanese Ministry of International Trade and Industry. In addition to increasing the size of their office, the Japanese are now considering changes in their domestic patent legislation to provide for deferred examination of invention patents and a registration system (no examination) for utility models.

A crisis of a different nature is being experienced in Latin America, according to Dr. Ernesto Aracama Zorraquin of Argentina and Executive Secretary, Inter-American Association of Industrial Property (ASIPI). High backlogs—Brazil's 140,000 caseload is one example—are caused by a lack of interest, a lack of understanding, and a growing fear of the patent monopoly among Latin American countries represented at the meeting.

Another Latin American problem is the threat to pharmaceutical patents. Recent decisions in Colombia may eliminate protection of pharmaceutical patents in that country. An April, 1965, decree in Argentina fixing the price of pharmaceuticals may threaten the value of drug patents there.

Professor G. H. C. Bodenhausen, Director of the United International Bureau for the Protection of Intellectual Property (BIRPI), described the activities of his organization in promoting the creation and maintenance of reasonable industrial property laws in developing countries. Under the sponsorship and with the advisory assistance of BIRPI, 22 developing countries have completed a draft Model Law specifically tailored to the needs of the newly developing nation, according to Mr. Bodenhausen.

USSR report

Eugin I. Artemiev, Deputy Chairman of the State Committee on Inventions and Discoveries in the Union of Soviet Socialist Republics, and Vladimir A. Salymovsky, President of Licensintorg, presented papers describing the dual system —patents and inventor's certificates— used in the Soviet Union.

According to the Russians, most foreigners file patent applications, although an increasing number are filing for inventor's certificates. The patent right, they said, gives the patentee the right to protect his exports to the Soviet Union and to sell or license his patent in the Soviet Union. On the other hand, the inventor's certificate entitles the inventor to a share in any savings realized from the use of the invention.

According to Artemiev, examination in the Soviet Union is strict and only 18% of the total applications filed mature into patents or inventor's certificates.

Salymovsky stated that the Soviet Union has entered into approximately 50 licensing agreements with foreign patentees in recent years.

A further investigation of this subject will take place on October 20 of this year when an International Program will be held in Washington.

OUT IN FORCE for ceremony aboard *African Lightning* are, l. to r., Albert Nyren, State Department; Samuel Roberts, Liberian Comptroller of the Treasury; J. C. Hansford, Liberian Embassy; R. Davies, Klein & Saks; C. Heath and P. Searles, Ashtabula development leaders, and L. Bendler, Commerce Dept.

TEAM PLAY

Liberia, Ashtabula tango

'African Lightning' brings raw rubber via seaway, returns with our steel

Dignitaries, bales of rubber and bars of steel mingled aboard the Farrell Lines vessel, *African Lightning*, when it docked recently at Ashtabula, Ohio, after journeying over the St. Lawrence Seaway.

The rubber—500 tons of it—was being unloaded from the ship at Port Ashtabula as raw material for the Firestone Tire & Rubber Co.

The steel bars—150 tons of them from Republic Steel—were being loaded on board for the return trip to Monrovia, Liberia.

The dignitaries—including U.S. Federal, State and municipal government officials and industry leaders, and their Liberian counterparts—were there to point up the significance of the exchange between two expanding economies 5,000 miles apart.

Get-together

Hosts included Farrell Lines, represented by District Manager J. Neville Kelly, Pinney Dock & Transport Co., represented by President Nelson Pinney and General Manager Maynard B. Walker, the Ashtabula Port Authority, represented by Chairman Benham Cheney, the U.S. Department of Commerce, represented by Lawrence Bendler, and Klein & Saks, Inc., represented by President Richard L. Davies and Senior Consultant John A. E. Orloski.

Exchanging greetings with the Americans were J. Charles Hansford, counselor of the Liberian Embassy, Washington, D.C., and Samuel T. Roberts, comptroller of the Liberian Treasury. Comptroller Roberts, in the United States 19 days and dressed in Liberian garb, had come to Ashtabula from Athens, Ohio, where he had been visiting his Ohio University freshman son. An older son of the Liberian treasury official is a graduate of the university.

Mutual development

The U.S. Government has cooperated in Liberia's economic development by providing Agency for International Development (AID) funds to help set up the Liberian National Planning Agency. At the same time, promotion of Ashtabula County's economy has been aided by the U.S. Government through the Area Redevelopment Administration (ARA), Department of Commerce. The *African Lightning's* inbound rubber and outbound steel cargoes represented progress in both of these U.S.-supported programs. Klein & Saks, Inc., management consultants of Washington, D.C., rendered 28 months of professional assistance to Liberia under an AID contract and is currently assisting Ashtabula County Industrial Development, Inc. (ACID), in industry expansion and transportation and marketing studies under the ARA program.

Luncheon

Celebrating the double-barrelled import export operation at a luncheon aboard the *African Lightning* were representatives of a variety of firms and organizations, including: Firestone Tire & Rubber Co., in operation in Liberia since 1926 and producer of the 500 tons of rubber aboard the *African Lightning;* B. F. Goodrich Corp., operating in Liberia since 1954 and currently planning an expansion of its Liberian rubber production; Liberian Mining Co., purchaser of the 150 tons of steel bars aboard the ship; Pinney Dock & Transport Co., a pioneer in developing general cargo handling at the Port of Ashtabula; Farrell Lines, Inc., which conducts feeder-craft operations in Liberia from Harbel to Monrovia; the City of Ashtabula, the Ashtabula Port Authority, the Ashtabula Area Chamber of Commerce, and ACID.

This work is for mankind

President's call for Cooperation-Year aid is answered by free enterprise

By ALEXANDER B. TROWBRIDGE

Assistant Secretary of Commerce for Domestic and International Business, and Chairman, ICY Business and Industry Committee

The greater well-being of all peoples, everywhere in the world, is the goal of International Cooperation Year, 1965.

TROWBRIDGE

U.S. business and industry share in the global progress to which they contribute—economic growth, expanding commerce, and scientific and technological advances. Just opened, the International Center for Advanced Technical and Vocational Training in Turin, Italy, illustrates the extent and effectiveness of the cooperative drive.

Some 300 trainees are enrolled in the inaugural workshop sessions of the Turin school, which is the world's first advanced training center for young people from the world's developing countries. As many as 2,000 trainees from about 90 countries in Africa, Asia and Latin America will be accommodated when the school is in full operation.

The International Labor Organization, a specialized agency of the United Nations, established the Turin center. The Government of Italy donated the site and 22 buildings, initial operating funds, and fellowships.

Government, management, labor

In the United States, the U.S. Department of Commerce consulted with the Machine Tool Builders Association about the possibilities for providing the advanced machines needed to equip the teaching workshops. The association's membership voted to support the program.

Tools for Freedom, a non-profit organization formed by the U.S. business community to advance technical training in less developed countries, took on the job of canvassing the U.S. machine tool industry and collecting the necessary equipment.

The longshoremen's union agreed to handle the machines free of charge. The Commerce Department, which operates the SS. *Savannah*, shipped them cost-free aboard the nuclear-powered ship to Italy.

More than a hundred American machine tool manufacturers donated $600,000 worth of their newest products, ranging from hand tools and arc welders to electronic instruments, diesel engines, and large boring and grinding machine tools. Other industrialized countries supplied additional equipment, complementing that contributed by American industry.

ICY, 1965

This year—the 20th anniversary of the United Nations—has been designated as International Cooperation Year by the UN General Assembly to focus attention on the cooperative activities that join nations rather than on the conflicts that divide them. President Johnson has responded by proclaiming 1965 as International Cooperation Year in the United States.

Learn, teach

One of the greatest obstacles to industrial progress in the nations served by the new school is their shortage of skilled technicians. At the Turin center, their capable young people will obtain specialized training in the most advanced production and managerial techniques of modern industry. When they return home, they will teach others.

Turin trainees will be the future technicians and executives of the developing nations. They will contribute to industrial growth, rising prosperity—and increased demand for industrial tools and equipment—in their countries. They could become excellent customers of the producers who supplied their training tools.

International cooperation has opened the door to mutually beneficial business progress in many directions. Forward steps include international standardization, international protection of patents and trademarks, increased protection of private investments, and the reciprocal reduction of restrictive business practices —to name but a few.

White House conference

Calling upon government and private citizens throughout the country to take part in ICY activities, President Johnson has announced that a White House Conference on International Cooperation will be held November 29-December 1. This important event will be the culmination of the ICY program now under way.

A Cabinet Committee appointed by the President and a National Citizens Commission (NCC) composed of some 200 distinguished American leaders in international affairs are spearheading this nationwide program. The two groups are working as a foreign-policy task force to make a searching review of our current international programs and to develop specific policy recommendations for future U.S. action in such areas as disarmament, trade, and business and industry.

These Government and private leaders have been asked to serve on 29 committees in fields relating to their special knowledge and interests. These committees cover all areas of international cooperation, such as agriculture and food, business and industry, communications, education and training, health, science and technology. The NCC Committee on Business and Industry is chaired by I. M. Stewart, vice president of the Union Carbide Corp., New York City.

The first task is "to take stock"—to take a close-up look at what we are doing now.

Inventory of activities

Here is an "inventory" of major international activities which contribute to the progress of business and industry.

International standardization. Nations around the world, working together to harmonize divergent national views and practices, have developed uniform standards of measurement, quality, composition, and performance for products rang-

ing from motion pictures to freight containers. They work voluntarily as members of nongovernmental international standardization organizations.

No nation is required to adopt the standards these international organizations recommend, but more and more nations are accepting and using the standards because of the practical advantages international standardization offers in our modern world.

In the world today, former national markets have become competitive international markets. International standardization provides a universal "language" for buyers and sellers everywhere at home and abroad. It enables them to compete on an equitable basis.

The same international language helps scientists and technologists exchange ideas, processes and techniques across international boundaries. And the knowledge they share accelerates scientific and technological progress throughout the world.

Standards

The United States, represented by the American Standards Association (ASA), is one of 55 nations participating in the preparation of standards issued by the International Organization for Standardization (ISO). ASA is wholly supported by U.S. industry and is controlled by a council and board of directors from industry. ISO, also nongovernmental, has consultative status with the UN Economic and Social Council (ECOSOC).

U.S. industry participation in the development of international standards, though not widespread, has been strong in a number of fields. International standardization of motion pictures and photography was brought under way through American enterprise about 30 years ago. Leadership by the U.S. plastics industry has resulted in 40 ISO Recommendations. Americans also played an important role in the development of a global standard for freight containers.

Agencies of the United States Government have been working informally with ASA on an international electrical code, worldwide standards for pipe and fittings, a uniform boiler code, and other projects. The standards in the electrical subject areas are issued by the International Electrotechnical Commission, which though an older organization functions as a department of ISO.

A major standardization organization in which the United States has an official interest is the International Bureau of Weights and Measures (IBWM) located at Sevres, France. This group is affiliated with the UN Educational, Scientific, and Cultural Organization (UNESCO). Its functions include comparisons, verifications and calibrations of international, national and other standards; the preservation of physical standards, and investigation of new standards of weights and measures.

Industrial property rights. The United States and 63 other nations are members of the Convention of Paris for the Protection of Industrial Property. Under this Convention, all member-countries grant to nationals of other member-countries the same advantages with respect to patents, trademarks and other types of industrial property that their respective laws grant to their own nationals.

When a national of a member-country files a patent or trademark application in any member-country, he may take advantage of the priority of a previous filing in any other member-country, if the later filing occurs within a specified time after the earlier filing.

The Convention is administered by the United International Bureau for the Protection of Intellectual Property (BIRPI), located in Geneva, Switzerland.

The United States has been a member of the Convention since 1887. As a result, American business and industry can receive industrial property protection in markets abroad. When they file patent applications in the United States, they have one year to determine whether they should also file applications abroad.

Broader protection

The United States is also a member of the separate but similar Buenos Aires Convention of 1910, which adopted the principles of the Paris Convention on national treatment and rights of priority. This Convention extends the benefits of the Paris Convention to U.S. interests in the Latin American countries. Another tie with Latin America is U.S. membership in the 1929 General Inter-American Convention for Trademarks and Commercial Protection.

International cooperation in information retrieval is a promising new development. The aim is to speed the examination of patent applications and, thus, to provide patent protection more promptly to patent applicants in the cooperating countries.

This effort is being made through the Committee for International Cooperation in Information Retrieval Among Examining Patent Offices (ICIREPAT). The United States Government is providing strong support through the U.S. Patent Office.

Agriculture. Global business and industrial progress is promoted, with U.S. Government participation, through the Food and Agricultural Organization (FAO) of the United Nations. FAO's goal is to increase the output of farm lands, forests and fisheries in all nations.

FAO working groups have been established to study international problems in various commodity fields, such as citrus fruit; copra; coconut oil and coconut, and jute, kenaf and allied products. The U.S. Government supplies technical papers and statistics to assist research on production and supply problems and the economic aspects of these industries, and on the special problems of each industry.

The United States, as a member of FAO and other UN groups, strongly supports international cooperative activities involving forest products.

Regional cooperation. The formation of the Common Market and the European Free Trade Association has given rise to new international problems requiring new mutual efforts by the United States and the European nations to prevent unwarranted restrictions on business and to widen the areas of industrial cooperation.

The United States participates with the European nations in the work of the Organization for Economic Cooperation and Development (OECD). OECD member-nations concentrate on economic policy coordination, aid to developing countries, and the promotion of world trade. The United States is active in various OECD committees involving business and industry, including the Industry Committee, the Committee of Experts on Restrictive Business Practices, the Energy Committee, and special committees in various fields of industry and energy—Iron and Steel, Non-Ferrous Metals, Timber, Pulp and Paper, Textiles, and Chemical; Coal, Electricity, Oil and Gas. These committees, set up in July 1962 for a three-year period, consist of national civil servants, representatives of industry and other nongovernmental groups—but appointed by their respective governments—or experts who meet to discuss specific problems and work to solve them.

Committees

The United States plays an active role in the UN Economic and Social Council (ECOSOC) and its four regional economic commissions—for Europe, Asia and the Far East, Latin America, and Africa. Special committees have been set up within the regional commissions to study various industries, such as the Steel, Chemical and Timber Committees.

Less developed countries. American traders and investors contribute with the U.S. Government to economic growth in the developing countries under the assist-

ance programs administered by the Agency for International Development. This is international cooperation in its broadest sense.

But U.S. cooperation reaches beyond trade and investment. For example, the International Executive Service Corps (IESC), a private non-profit organization assisted initially by AID, will provide local enterprises in the developing nations with needed managerial and executive skills and talents.

Participant training

American private enterprise also contributes to AID's participant training programs. About 6,000 people were brought to the United States from other countries for training in U.S. schools, universities, and private business establishments in fiscal 1964.

The U.S. Government plays an important role in many specialized international organizations. It participates in the work of the International Labor Organization (ILO), as illustrated by its support of the Turin training center. It also cooperates with other nations in such groups as the International Cotton Advisory Committee, International Rubber Study Group, International Wood Study Group, International Telecommunications Union (ITU), and the International Publishers Association.

Future course

Much has been accomplished through international cooperation. How much more should we seek to accomplish in cooperation with other nations?

Should we, for example, set our sights on such goals as:

► A world patent bureau, and an "international patent" which would be registered automatically and simultaneously in all member countries?

► Greater international uniformity in commercial laws?

► U.S. Government representation at international standardization conferences?

► An international "better business bureau"?

The President has asked American business and industry to join forces with the Government in developing specific policy recommendations for the future. The task raises two important challenges. First, what are the goals we should seek to attain? Second, how should we advance toward them?

President Johnson has expressed the hope that the White House Conference on International Cooperation may be a "landmark session."

It can be—if we succeed in meeting the challenges of the preparatory tasks in hand.

Hoosiers learn the right words

'Free house' approach to export sales—which means quoting price at the buyer's door—also means 'tremendous' business

By JAMES ROURKE
Staff Writer

The Franklin Electric Co. of Bluffton, Ind., came around last week with 300% proof that the patriarchs, poets and pundits were right.

And for its midyear review of exports, this Midwestern maker of submersible motors could borrow from such diverse sources as the Book of Job ("How forcible are right words"), the 17th Century's George Herbert ("Good words are worth much") and American humorist Mark Twain ("A powerful agent is a right word").

After two years of exporting in earnest, Franklin has found that the forcible, good and right words are those that describe Franklin motors in each customer's native language and tell him what the shipment costs delivered to his door.

Up and up

Selling in Europe on a "free house" basis—which means quoting one price that includes transportation, insurance and duties—the Indiana company posted a 100% gain in export sales in 1963 and another 100% in 1964. And 1965 appears to be bringing another 100% increase, company spokesmen said.

Before 1963, Franklin filled foreign orders "if they didn't interfere with anything." Then, after a successful showing of submersible motors and automatic sump pump motors under U.S. Department of Commerce auspices at the Utrecht Trade Fair—the first in the Department's commercial fair program—officials decided to campaign actively in world markets.

The company employs 900 in plants in Bluffton and Siloam Springs, Ark. Sales are mostly to pump manufacturers. Franklin submersible motors are used in municipal waterworks, irrigation systems, oil wells and gasoline tanks.

"The growing market was apparent despite the scores of European pump manufacturers who built their own motors in small quantities," said Franklin's international research manager, W. A. Garvey. "Even with the higher prices of U.S.-made motors, there was marked interest in the quality being offered."

AT UTRECHT Trade Fair, Franklin Co. opened active international drive leading to profitable new sales.

For help in tapping the market, Franklin called on a U.S.-managed consulting firm, International Research Consultants, with headquarters in Geneva. International acts as the Hoosier company's European sales agent and does market research for it.

Must know markets

"In our kind of business, it's imperative to have such a group knowledgeable in the markets locally, and quite essential for the small U.S. manufacturer getting into foreign areas for the first time," Garvey said.

Franklin's first obstacles were its own brochures and technical manuals, all written for the domestic market, and its catalogues quoting prices f.o.b. New York, Garvey said.

How things changed

With the co-operation of overseas customers, the company made special shipments to several European countries to establish costs of packaging, insurance, ocean freight, forwarding fees, dock charges, customs duties and inland freight.

These were added to factory costs and net price lists were published for each market, with descriptions and definitions in the local language. The prices were "Franco Stabilimento in Italia," "Frei Werk Empfanger," "Livré Usine Francaise"—delivered to the customer's door.

Next came engineering manuals, curve data and repair manuals. Data on outline drawings and motor-performance curves were converted to the metric system. Pages with drawings and data common to all countries were designed so that directions and instructions in different languages could be added separately.

A similar procedure took care of multicolor advertising brochures showing the motors and describing the components in cutaway views.

The pay-off

"Much of our marketing effort is paying off now and we're making tremendous strides this year," according to Siegfried Schach, specialist in international marketing in the firm's Bluffton headquarters.

"We now have a partnership with a company in Australia, a wholly owned subsidiary in Canada and are establishing a manufacturing facility in Germany.

"We established our international marketing section a year ago, and for the last year or so we've maintained stock for emergency shipment in four locations in Europe—Switzerland, Italy, France and Germany."

Franklin took part in the Hannover international trade fair April 25-May 4 and finds that "preliminary results are very encouraging," Schach said. The firm also has developed a meat-wrapping machine for use in supermarkets. It was displayed at the food packaging and processing machinery show at the U.S. Trade Center in Frankfurt in April.

Hunting more

Outside Europe, "we don't have too much business so far," Schach said—but Garvey has just returned from a three-month sales tour to Australia, Thailand, Malaysia, the Philippines, Hong Kong, Taiwan and Japan. And export sales manager Ken Lampton recently returned from a six-week selling trip in Latin America.

The travelers "make extensive use" of Trade Lists published by the Bureau of International Commerce to help U.S. businessmen find customers abroad, Schach said.

He added that the company is considering an exhibit in BIC's Sample Display service, which operates in Bangkok, Beirut, Manila and Nairobi.

Of Commerce Department service in general, Garvey said:

"Those who read INTERNATIONAL COMMERCE are well aware of this essential activity for them."

Proposals sought for Pacific area

Business Information Center in Melbourne will receive them until July 15; international engineering exhibition to open

A July 15 deadline has been set for business proposals submitted to the Bureau of International Commerce in connection with the forthcoming Melbourne (Australia) International Engineering Exhibition, which will be held August 9-14.

In the few weeks remaining, U.S. firms are urged to take advantage of this opportunity for finding new markets.

Principal product groupings at the exhibition will include machine tools, control equipment, welding, air conditionng and heating, mechanical handling, filtration, printing and graphic art, packaging and food machinery, specialized equipment, safety equipment, industrial finishes, pumps, commercial copying equipment and engineering hand-tool items.

Proposals should be submitted by July 15 to the Bureau of International Commerce, 8210, U.S. Department of Commerce, Washington, D.C. 20230. Proposals will be forwarded to the Business Information Center at the Melbourne exhibition. Commercial officers will discuss the proposals with local businessmen.

To submit a business proposal, firms are requested to provide answers in triplicate to the following questions:

► Do you have an agent, distributor and/or branch office in the country involved? The Department of Commerce will not seek a substitute for an established agent, distributor or representative.

► What product or service do you wish to sell or offer?

► Are you seeking an agent or a distributor or do you wish to sell directly to the end user?

► Do you seek a direct investment, a joint venture or a licensing arrangement? If so, briefly describe your proposal.

► Do you wish to import? If so, describe the product of interest and the type of arrangement sought.

► What type of firm is best qualified to transact your business?

Firms are also asked to submit:

► A concise summary of the business proposal in 35 words or less.

► A recent copy of one of the following statements of commercial standing (if you have filed within the past year, indicate date only):

Department of Commerce Form IA-57 (available from your local Department of Commerce Field Office); a current mercantile agency report; current bank report.

► Pamphlets, brochures or other printed matter, up to 50 single sheets, in support of each Business Proposal in order to provide detailed information, such as weights and cubes and c.i.f. prices.

Separate business proposals must be submitted for each fair and for each product category. Combination export managers and agents wishing to submit for several client firms must submit a separate proposal for each.

Photography, materials handling equipment to be put on display at shows next fall in Stockholm

Professional, amateur photography in Scandinavia growing; industrialists, engineers keenly interested in U.S. goods

The rapid pace of industry in Scandinavia keeps many an industrialist and engineer on the lookout for new equipment, especially in the materials handling field.

At the same time, the increase in free time for people gives them more opportunity to devote to hobbies—photography, for example.

U.S. manufacturers in both these fields have the chance to enter the Scandinavian market or strengthen their position through:

The photographic products show at the U.S. Trade Center in Stockholm, Sept. 21-Oct. 1, and the Stockholm Technical Fair, Oct. 1-7.

Sophisticated equipment

The Scandinavian photographic market offers such an opportunity according to surveys conducted on behalf of the Bureau of International Commerce. These studies show that professional and amateur photography is growing in Scandinavia. The interest in sophisticated photographic equipment is high.

Exports of American photographic products to this market have been on the increase, despite tough competition from West Germany, Switzerland, Belgium, the United Kingdom, and Japan. The market of the four Nordic countries totaled some $60 million in 1963 for photographic products, $45 million of which was imported.

Steady climb

U.S. exports of photographic supplies and developed films to Sweden, the major Scandinavian market, has climbed steadily from $2 million in 1959, to $5 million in 1964. Shipments of U.S. scientific and photographic instruments and apparatus to Sweden, at $3 million in 1959, reached a high of $7 million in 1964.

New developments in the photographic equipment field—semi-dry processing, quartz-iodine lamps, fibro-lens—are of particular interest for the Trade Center Show.

Located in downtown Stockholm, the Trade Center offers American exporters maximum exposure in the Swedish and Scandinavian market. Buyers and business representatives will be attracted to the photographic products show through an extensive advertising, public relations, and market promotion campaign.

Write: Bureau of International Commerce, (Code 8193), Department of Commerce, Washington, D.C. 20230, (Phone: Area Code 202, WOrth 7-4705), or contact any of the Department's Field Offices.

> Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Limited to trade

The Bureau of International Commerce (BIC), sponsor of the successful U.S. export promotion exhibitions at the Stockholm Technical Fair in 1963 and 1964, will again stage the U.S. participation in this important Scandinavian commercial event.

Limited to the trade, this annual Fair attracts manufacturers, importers, distributors, engineers, and government officials from the Nordic countries and Western Europe.

The Scandinavian industries are not as far advanced in materials handling equipment as is the United States. Nevertheless, Scandinavian industrialists and engineers have shown a keen interest in U.S. products, and the rapid pace of industry in Scandinavia opens new and challenging sales opportunities to U.S. manufacturers.

Import a lot

While the four Scandinavian countries (Norway, Sweden, Denmark, and Finland) produce a major portion of their materials handling needs, they imported over $60 million of such equipment in 1964, an increase of more than 100% over 1960 imports.

Sweden, the major importer, bought $31.4 million worth of materials handling equipment on the world market in 1964. The United States sold 10% of this total, primarily in fork lift trucks and miscellaneous conveying equipment.

Promising outlook

Market studies, conducted on behalf of BIC, show that the outlook for sale of U.S. products in Scandinavia is particularly promising for all types of accessories and components for the mechanization of materials handling equipment.

Marketable U.S. equipment includes:

Industrial trucks, such as electric and hand-drawn narrow aisle truck, fork trucks, stackers, platform, walkie and hand lift trucks, and automatic palletizers.

Shelving, pallets, racks, rollers, and containers.

Specialized conveyors, lifts and hoists.

Weighing machines and other registering and automatic weighing devices.

Masking, strapping and protective tapes; marking, coding and identification machines.

Automatic and semi-automatic machines, tools and accessories.

Computers and punch card systems.

Tractor-borne bucket and shovel loaders, escalators, inspection hoists and other miscellaneous equipment.

To show the latest

A unique feature of the U.S. exhibition will be a materials handling mockup to demonstrate the latest American equipment and technology in warehouse automation.

Write: Bureau of International Commerce, (Code 8193), Department of Commerce, Washington, D.C. 20230 (Phone: Area Code 202, 967-4713), or contact any of the Department's Field Offices.

PROSPECTIVE AGENTS were invited to examine and discuss U.S. products and business proposals offered at the Sample Display Center at the American Embassy opened in Nairobi on May 21.

A LOCAL NEWSPAPER, the East African Standard, of Nairobi, used the above photo in story covering the opening of the Sample Display Center in this section of Africa, with resulting increased attendance.

NAIROBI

Sample display

African businessmen visit exhibits at U.S. Embassy

Seventeen U.S. exhibitors promoted their products before 70 local businessmen last month at the Sample Display Service in Nairobi.

The revolving display opened May 21. It created considerable interest, according to the U.S. Embassy in Nairobi, and it is believed that sound responsible agencies or representatives will be located for some of the exhibitors.

Minister of Commerce Dr. J. G. Kiano and U.S. Ambassador William Attwood opened the show. The Sample Display Center is located in the U.S. commercial office in the business section of Nairobi.

U.S.-MADE HAND TOOLS were displayed at the commercial office in the Center's business section.

PHARMACEUTICAL display by U.S. firm attracted interest of several potential East African agents.

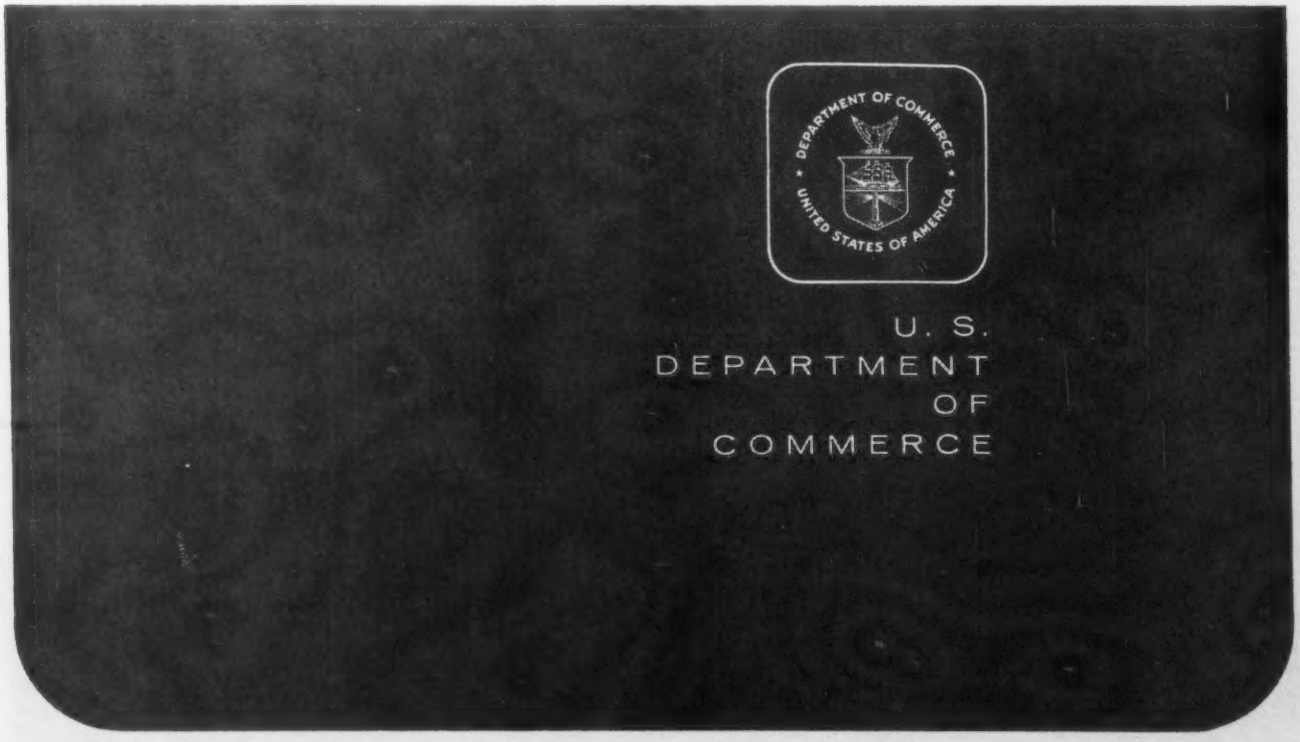
SMALL DISPLAYS from many firms are exhibited at Center; will be changed as conditions warrant.

June 1965

SEMIANNUAL

CHECKLIST

BUREAU OF INTERNATIONAL COMMERCE
INTERNATIONAL BUSINESS PUBLICATIONS



CHECK LIST

Data in the publications of the Bureau of International Commerce are obtained from some 300 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce.

The U.S. Department of Commerce publications noted in this checklist are available from the Commerce Department's Publication Sales and Distribution Branch of the Office of Administrative Services, Washington, D.C., 20230, or from any of the Department of Commerce Field Offices. Those of the Department's publications that are available also from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, are so indicated.

International Commerce

☐ INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoritative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in profitable international sales of U.S. products.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, the accomplishments of U.S. trade missions, analyses of U.S. and foreign trade, and reports on outstanding activities of such organizations as GATT, the Common Market, Eximbank, the World Bank, ECAFE, and ECSC. Annual subscription: $16 ($5 additional for foreign mailing). Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Single copy, 35¢. Sample copy free.

Overseas Business Reports

(Formerly World Trade Information Service)

☐ OVERSEAS BUSINESS REPORTS (OBR's) provide basic, authoritative information for exporters, importers, investors, manufacturers, researchers, and others concerned with international trade and economic conditions. They replace the World Trade Information Service (WTIS) reports.

The data are presented on specific countries by both the Bureau of International Commerce and the Business and Defense Services Administration of the U.S. Department of Commerce.

OBR's are available through U.S. Department of Commerce Field Offices or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, for 15¢ a copy or $18 a year. $12 additional for foreign mailing.

WTIS reports still available sell for 15¢ unless shown otherwise.

Commerce Business Daily

☐ COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. $20 a year, $62 airmail delivery within the United States. Available from a Department of Commerce Field Office. Make checks or money orders payable to U.S. Department of Commerce.

Books and Pamphlets

☐ COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies with instructions, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscription $7 ($2 additional for foreign mailing). Airmail service available only to domestic subscribers, $4 additional. Single copies of CURRENT EXPORT BULLETIN, 25¢. Available from Department of Commerce and its Field Offices.

THE MARKET SERIES handbooks are designed to provide a current evaluation of the nature and scope of a country's market, describing the present import pattern, distribution facilities, and trade practices, as well as an analysis of the market for selected commodities.

Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ *AFRICA: SALES FRONTIER FOR U.S. BUSINESS.* 1963. 121 pp. $1.

☐ *BELGIUM, A MARKET FOR U.S. PRODUCTS.* 1963. 60 pp. 45¢.

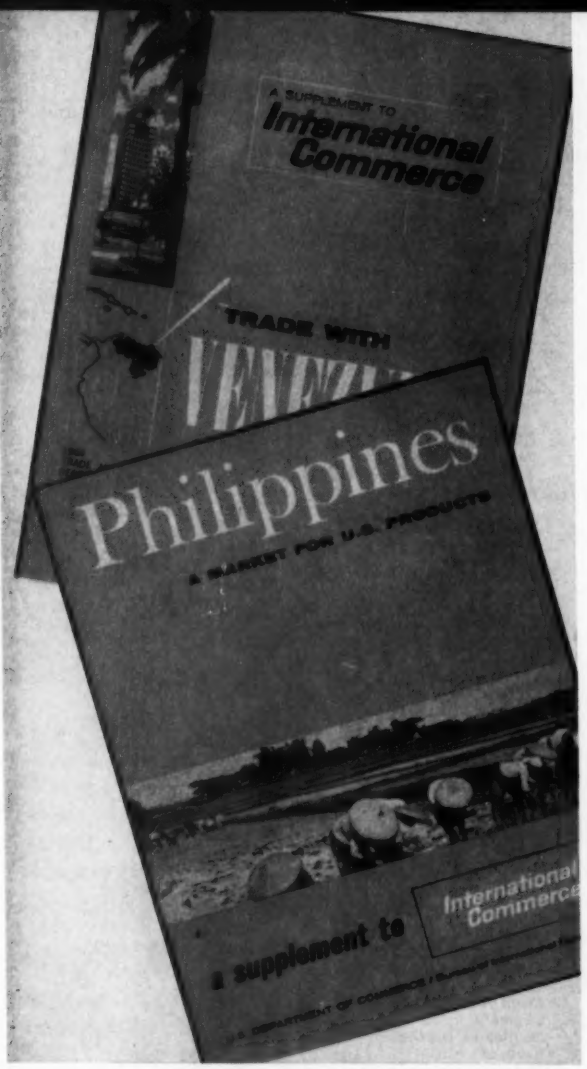
☐ *TRADE AND INVEST IN CENTRAL AMERICA.* Scheduled for publication in July, 1965.

☐ *COLOMBIA, A MARKET FOR U.S. PRODUCTS.* 1964. 64 pp. 50¢.

☐ *HONG KONG, A MARKET FOR U.S. PRODUCTS.* 1964. 122 pp. $1.

☐ *KUWAIT, A MARKET FOR U.S. PRODUCTS.* 1963. 22 pp. 25¢.

☐ *LIBERIA, A MARKET FOR U.S. PRODUCTS.* 1965. 40 pp. 35¢.



☐ *LIBYA, A MARKET FOR U.S. PRODUCTS.* 1962. 65 pp. 55¢.

☐ *MOROCCO, A MARKET FOR U.S. PRODUCTS.* 1964. 64 pp. 40¢.

☐ *NIGERIA, A MARKET FOR U.S. PRODUCTS.* 1964. 72 pp. 50¢.

☐ *PERU, MARKET FOR U.S. PRODUCTS.* 1961. 62 pp. 40¢.

☐ *PHILIPPINES, A MARKET FOR U.S. PRODUCTS.* 1965. 76 pp. 55¢.

☐ *SAUDI ARABIA, A MARKET FOR U.S. PRODUCTS.* 1962. 44 pp. 40¢.

☐ *SUDAN, A MARKET FOR U.S. PRODUCTS.* 1962. 47 pp. 40¢.

☐ *THAILAND, MARKET FOR U.S. PRODUCTS.* 1962. 92 pp. 55¢.

☐ *VENEZUELA, A MARKET FOR U.S. PRODUCTS.* 1964. 65 pp. 50¢.

☐ ELECTRIC CURRENT ABROAD. Lists, for the benefit of manufacturers and exporters, the types, phases, cycles, and voltages of electric current available in the principal cities of the world. Covers primarily current for domestic use, but includes some information on industrial power. 1963. 75 pp. 30¢. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402 and Department of Commerce Field Offices.

☐ EXPORT CONTROL, THE CARRIER'S ROLE. This handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign-flag carriers—water, land, and air. 1965. 16 pp. Free. Available from the U.S. Department of Commerce, Office of Export Control, Washington, D.C., 20230.

☐ EXPORT CONTROL REGULATIONS, U.S., SUMMARY OF. Includes helpful hints on applying for an export license and contains specimens of forms used. March 1965. 22 pp. 20¢. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each amendment to a license which increases the dollar value of an outstanding license and for each reexportation authorized. $37.50 a year, beginning when remittance received. Make remittance to U.S. Department of Commerce. Available at any Field Office or the Office of Administrative Operations, U.S. Department of Commerce, Washington, D.C., 20230.

☐ EXPORT PROFITS. A brochure describing low-cost marketing aids and services for higher export profits. Available from any of the U.S. Department of Commerce Field Offices. 1962. 8 pp. Free.

☐ FOREIGN-TRADE ZONES BOARD 26th ANNUAL REPORT. Contains review of fiscal '64 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, and Toledo. 1965. 47 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ FOREIGN TRADE ZONES IN THE UNITED STATES, REGULATIONS, AND OTHER INFORMATION RELATING TO. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended, Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1962. 79 pp. 30¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ GATT: GENERAL AGREEMENT ON TARIFFS AND TRADE. Describes the GATT and how it works as a means of opening doors abroad to the export of U.S. products through tariff reduction, elimination of non-tariff barriers, and the removal of other obstacles between the United States and 57 free-world countries. 1964. 16 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ PROFITABLE SALES IN U.S. TRADE CENTERS OVERSEAS. Describes how U.S. Trade Centers overseas may be utilized by American businessmen to increase sales in foreign markets. 1964. 20 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SAMPLE DISPLAY SERVICE. Tells how a U.S. firm can find agents or distributors abroad by displaying its products in U.S. Embassy showrooms, in Bangkok, Beirut, Manila, and Nairobi for 30 days. A new U.S. Department of Commerce export promotion program. 1964. 8 pp. 10¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELL YOUR PRODUCTS THROUGH U.S. TRADE MISSIONS. Describes how U.S. Trade Missions help sell U.S. products in overseas markets. 1964. Revised annually. 16 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELLING AROUND THE WORLD—HOW COMMERCE HELPS. Describes how the organizations in the U.S. Department of Commerce serve the international business community. Revised 1964. 28 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition scheduled for July 1965 from Superintendent of Documents, Washington, D.C., 20402.

Trade Lists

TRADE LISTS. These are available to help U.S. firms find customers, agents, distributors, licensees and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one foreign country. Each list also contains a summary of basic trade and industry data, including a brief analysis of foreign trade in the commodity covered, government regulations affecting trade, and other useful information.

Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled. Available for $1 per country for each commodity classification from any Department of Commerce Field Office or from the Bureau of International Commerce, Commercial Intelligence Division, Washington, D.C., 20230.

Trade lists are compiled by commodity for individual countries. Lists generally are available in the following classifications for the first group of countries shown below. The number of commodity classifications made available for any particular country is based upon the established channels of trade and actual or potential commerce in the merchandise covered. Key: A—Agents; D—Dealers or Distributors; E—Exports; I—Importers; M—Manufacturers; P—Producers; R—Refiners.

Air-Conditioning & Refrigeration Equipment—ID&M
Aircraft & Aeronautical Equipment—I&D
American Firms, Subsidiaries & Affiliates
Architects, Builders, Contractors & Engineers
Automotive Products—M
Automotive Vehicles & Equipment—I&D
Beverages, Alcoholic—I&D
Beverages, Alcoholic—M
Beverages, Non-Alcoholic—M
Boat & Ship Builders, Repairs & Chandlers
Books, Magazines & Periodicals—I&D
Boots & Shoes—I&D
Boots & Shoes—M
Business Firms
Canneries & Frozen Foods—P&E
Chemicals—I&D
Clothing—M
Coal, Coke & Fuel—I&D
Coffee, Tea & Cocoa—E
Confectionery—ID&M
Cooperage & Containers—I&D
Curios, Novelties & Handicrafts—M&E
Dairy Producers
Dental Supply Houses
Dry Goods & Clothing—I&D
Electronic Equipment for Home Entertainment, Phono Records & Pre-Recorded Tapes—ID&M
Electronic Equipment, Electron Tubes & Other Electronic Components & Accessories—ID&M
Feedstuffs—ID&M
Fertilizers—IDM&E
Fibers—P&E
Fruits & Nuts—ID&E
Furniture—I&D
Furniture—M
Glass & Glassware—ID&M; Chinaware & Household Pottery Products—I&D
Hardware—I&D
Hides, Skins & Furs—ID&E
Household Appliances—I&D
Instruments, Medical, Surgical, Hospital Scientific & Process—ID&M
Iron & Steel, Nonferrous Metals & Building Materials—I&D
Jewelry, Silverware, Timepieces & Giftware—I&D
Laundry & Dry Cleaning Industry
Leather & Shoe Findings—I&D
Lumber, Plywoods & Veneer—IA&E
Machine Tools, Dies, Other Metalworking Machinery & Industrial Furnaces—I&D
Machinery, Equipment & Supplies Electrical—I&D
Machinery & Equipment, Except Electrical—I&D
Machinery & Equipment, Farm—ID&M
Meat Packing, Sausage & Casings
Medicinal & Toilet Preparations—ID&M
Metallurgical & Metal Working Plants
Mining Companies & Exporters of Ores
Motion Picture Industry
Motor Bus Lines & Transportation Companies
Musical Instruments—I&D
Office Supplies & Equipment, Paper & Stationary—I&D
Oils (Animal, Fish & Vegetable)—IDPR&E
Paints, Varnishes & Pigments—ID&M
Petroleum Products—IDP&R
Photographic Supplies Dealers & Photographers
Plastics Materials—ID&M
Printers, Lithographers, Engravers & Publishers
Provisions—I&D
Pulp & Paper Mills
Rubber Goods—M
Seeds & Bulbs—ID&E
Sporting Goods, Toys & Games—I&D
Tanneries
Textile Industry
Tobacco & Tobacco Products—ID&M
Vending Machines—I&D
Waste Paper & Rags—I&D

Countries for which lists are available:

Commodity Lists

Algeria
Argentina
Australia
Austria
Belgium
Bolivia
Brazil
Ceylon
Chile
Colombia
Costa Rica
Denmark
Dominican Republic
Ecuador
El Salvador
Finland
France
Germany, Federal Republic of & West Berlin
Greece
Guatemala
Haiti
Honduras
Hong Kong
India
Iran
Iraq
Israel
Italy
Jamaica
Japan
Lebanon
Malaysia
Mexico
Morocco
Netherlands
Neth. Antilles
New Zealand
Nicaragua
Norway
Pakistan
Panama
Peru
Philippines
Portugal
South Africa
Spain
Sweden
Switzerland
Syria
Thailand
Trinidad
Tunisia
Turkey
United Arab Rep.
United Kingdom
Uruguay
Venezuela

Instead of separate commodity lists, single lists covering all types of firms are compiled for smaller countries and areas where trade is not specialized, as follows:

Business Firms Lists

Aden
Afghanistan
Angola
Azores
Bahamas
Bahrein Islands
Barbados
Bermuda
Burundi
Cambodia
Cameroun
Cape Verde Islands
Central African Republic
Chad
Congo, Republic of (Brazzaville)
Congo, Republic of the (Leopoldville)
Corsica
Cyprus
Dahomey
Ethiopia
French Somaliland
Gabon
Gambia
Ghana
Gibraltar
Guadeloupe, Martinique and French Guiana
Guiana, British
Guinea, Portuguese
Honduras, British
Iceland

Indonesia
Ireland
Ivory Coast
Jordan
Kenya
Korea
Kuwait
Liberia
Libya
Luxembourg
Madeira Islands
Malagasy Republic
Mali
Malta
Mauritania
Mauritius
Mozambique
Nepal
Niger
Nigeria
Nyasaland (Malawi)
Paraguay
Reunion
Rhodesia, Northern (Zambia)
Rhodesia, Southern
Rwanda
St. Pierre & Miquelon
Saudi Arabia
Senegal
Sierra Leone
Somali Republic
Sudan
Surinam
Taiwan
Tanzania
Togo
Uganda
Upper Volta
Viet-Nam

Lists of Government controlled monopolies or state trading companies available for the following Soviet bloc countries:

Lists of State Trading Organizations

Bulgaria
Czechoslovakia
Germany, East
Guinea
Hungary
Poland
Rumania
U.S.S.R.
Yugoslavia

TRADE MISSION REPORTS. Opportunities for U.S. trade with countries that are visited by U.S. trade missions are noted in the following reports. For sale by the U.S. Department of Commerce and its Field Offices.

☐ AUSTRALIA, SELLING TO. 1964. 36 pp. 30¢.

☐ AUSTRIA, EXPORT TO. 1963. 20 pp. 20¢.

☐ BURMA, DOING BUSINESS WITH. 1962. 36 pp. Free.

☐ CYPRUS AND ISRAEL, DOING BUSINESS IN. 1962. 31 pp. 25¢.

☐ EAST AFRICA—DO BUSINESS IN KENYA, TANGANYIKA, UGANDA. 1963. 49 pp. 35¢.

☐ GERMANY, EXPORT TO. 1964. 24 pp. 25¢.

☐ GREECE, DOING BUSINESS IN. 1963. 24 pp. 25¢.

☐ HONG KONG, TRADE WITH. 1963. 22 pp. 20¢.

☐ INDIA. Trade Mission Report: special issue INTERNATIONAL COMMERCE. April 26, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C. 20402.

☐ IRAQ, KUWAIT, AND LEBANON. Trade Mission Report: special issue INTERNATIONAL COMMERCE. June 14, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.

☐ ITALY, INDUSTRY AND OPPORTUNITY IN. 1963. 32 pp. 25¢.

☐ JAPAN, DOING BUSINESS IN. 1962. 16 pp. 25¢.

☐ KENYA, TANGANYIKA, UGANDA, DO BUSINESS IN. 49 pp. 1963. 35¢.

☐ MALAYSIA, TRADE WITH. 1963. 36 pp. 25¢.

☐ NEW ZEALAND, SELLING TO. 1964. 32 pp. 25¢.

☐ NORWAY & DENMARK, SELL U.S. GOODS IN. 1963. 19 pp. 25¢.

☐ PHILIPPINES. Trade Mission Report: special issue INTERNATIONAL COMMERCE. April 19, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.

☐ SPAIN, DOING BUSINESS IN. 1963. 35 pp. 25¢.

☐ SWEDEN, EXPORT TO. 1963. 14 pp. $1.70.

☐ SWITZERLAND, SELL U.S. GOODS IN. 1963. 24 pp. 20¢.

☐ TAIWAN. Trade Mission Report: special issue INTERNATIONAL COMMERCE. May 24, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.

☐ THAILAND. Trade Mission Report: special issue INTERNATIONAL COMMERCE. May 31, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.

☐ VENEZUELA, TRADE WITH. 1964. 29 pp. 25¢.

☐ TRADE OF UNITED STATES, WESTERN EUROPE, CANADA & JAPAN IN MANUFACTURED PRODUCTS 1961/62. 1964. Compares U.S. exports of selected products with same exports of 21 other industrial nations. 3 volumes. 132 pp. 75¢ each.

Vol. I—pharmaceutical products, plastic materials, and manufactured fertilizers.
Vol. II—selected machinery and equipment.
Vol. III—selected consumer goods.
Available from Superintendent of Documents, Washington, D.C., 20402.

☐ U.S. SHARE OF WORLD MARKETS FOR MANUFACTURED PRODUCTS. Analyzes changes from 1954-56 to 1961 in the U.S. share of major markets abroad for manufactured goods. 26 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ WHAT YOU SHOULD KNOW ABOUT EXPORTING. A how-to-get-started handbook designed as a basic reference for the American businessman interested in opening profitable new overseas markets for his products. 1964. Revised edition scheduled for August, 1965. 38 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ WHITE HOUSE CONFERENCE ON EXPORT EXPANSION, REPORT TO THE PRESIDENT ON THE. Report to President John F. Kennedy by Secretary of Commerce Luther H. Hodges on the White House Conference on Export Expansion, Washington, D.C., September 17-18, 1963. Contains reports by 11 committees of the conference. 30¢. Available from Superintendent of Documents, Washington, D.C., 20402, or the Department's Field Offices.

WORLD TRADE DIRECTORY REPORTS. Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $1 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C., 20230, or from any of the Department's Field Offices.

Quarterly Index to *INTERNATIONAL COMMERCE*

Copies of the QUARTERLY INDEX TO INTERNATIONAL COMMERCE are available on request to a Department of Commerce Field Office or the U.S. Department of Commerce, Publications Sales and Distribution, Washington, D.C., 20230.

☐ Quarterly Index to International Commerce, January–March 1965.

☐ Quarterly Index to International Commerce, October–December 1964.

☐ Quarterly Index to International Commerce, July–September 1964.

☐ Quarterly Index to International Commerce, April–June 1964.

☐ Quarterly Index to International Commerce, January 1–March 31, 1964.

☐ Quarterly Index to International Commerce, October 1–December 31, 1963.

☐ Quarterly Index to International Commerce, July–September 1963.

☐ Quarterly Index to International Commerce, April–June 1963.

☐ Quarterly Index to International Commerce, January–March 1963.

☐ Quarterly Index to International Commerce, October–December 1962.

☐ Quarterly Index to International Commerce, July–September 1962.

☐ Quarterly Index to International Commerce, April–June 1962.

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Other Publications for Use in World Trade

BUREAU OF THE CENSUS

Price List for Foreign Trade Statistical Publications

Lists the detailed and summary reports containing U.S. export, import, and shipping statistics issued by the Bureau of the Census. May 1965. Foreign Trade Division, Bureau of the Census, U.S. Department of Commerce. 2 pp. Mimeographed. Free. Available from the Bureau of the Census, Washington, D.C., 20233.

Census Bureau Detailed Reports

Yearly subscriptions to the following Census reports should be placed with the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Subscription price includes 12 monthly issues unless otherwise stated. Remittance should be made by check or money order payable to the Superintendent of Documents, U.S. Government Printing Office. Coupons or authorization to charge an account with the Superintendent of Documents is also acceptable (please report account number when using this method of payment).

FT 125 U.S. Imports of Merchandise for Consumption

Summarizes data in terms of schedule A commodity groupings: commodity by country, area by commodity, and country by commodity. Monthly and cumulative, January-to-date data. $10 year. $2.25 additional for foreign mailing. $1.50 single copy.

FT 410 U.S. Exports

Summarizes data in terms of schedule B groupings: commodity by country. Monthly and cumulative, January-to-date data. Effective with January 1965 data. $10 year. $2.25 additional for foreign mailing. $1.25 single copy.

FT 420 U.S. Exports

Summarizes data in terms of schedule B groupings: area by commodity, country by commodity. Monthly and cumulative, January-to-date data. Effective with January 1965 data. $3.50 year. $1 additional for foreign mailing. 35¢ single copy.

FT 785 U.S. Exports and Imports by Air

Summarizes data in terms of schedule Z groupings: commodity by country of destination, commodity by country of origin, country of destination by commodity, and country of origin by commodity. Effective with January 1965 data. Includes annual. $5 year. $1.25 additional for foreign mailing. 50¢ single copy.

FT 800 U.S. Trade With Puerto Rico and With U.S. Possessions

Includes annual. $1.50 year. 50¢ additional for foreign mailing. 15¢ single copy.

Schedule B Statistical Classification of Domestic and Foreign Commodities Exported From the United States.

Basic book and supplements. January 1, 1965, edition. $6 year. $1.50 additional for foreign mailing.

Census Bureau Summary Reports

Yearly subscriptions to the following Census reports should be placed with the Bureau of the Census, Washington, D.C., 20233. Remittance should be made by check or money order (or Superintendent of Documents coupons) payable to Superintendent of Documents and mailed with the order to the Bureau of the Census.

FT 900 Series

Includes all reports in the FT 900 series, as follows: *FT 900-E, U.S. Total Export Trade; FT 900-I, U.S. Total Import Trade; FT 930-E, U.S. Export Trade by Commodity; FT 930-I, U.S. Import Trade by Commodity; FT 950-E, U.S. Export Trade by Country; FT 950-I, U.S. Import Trade by Country; FT 970-E, U.S. Export Trade by District; FT 970-I, U.S. Import Trade by District; FT 975, Foreign Trade Vessel Entrances and Clearances* (by calendar year only); *FT 985, Waterborne Foreign Trade Statistics* (includes annual); and *FT 986, Airborne Foreign Trade Statistics* (includes annual). Subscriptions to single parts not available. Subscriptions expire with calendar year data. No multiple year subscriptions accepted. $5 year. $2.50 additional for foreign mailing. 10¢ single copy.

FT 810 Bunker Oil and Coal Laden in United States on Vessels Engaged in Foreign Trade.

Includes annual. $1 year. 10¢ single copy.

FT 2402 U.S. Trade in Gold and Silver

Includes annual. $1 year. 10¢ single copy.

FT 130 U.S. General Imports of Cotton Manufactures

Reported by Country of origin by Geneva Agreement category. $1 year. 10¢ single copy.

FT 600 U.S. Waterborne Foreign Trade

Trade area by U.S. Coastal District. Includes annual. $1 year. 50¢ additional for foreign mailing. 10¢ single copy.

BUSINESS AND DEFENSE SERVICES ADMINISTRATION (BDSA)

All publications issued by BDSA are available from Department of Commerce Field Offices or from Sales and Distribution Branch, Office of Administrative Services, U.S. Department of Commerce, Washington, D.C., 20230, and from Superintendent of Documents, Washington, D.C., 20402, where indicated by asterisk.

BDSA Publications.

☐ A checklist of publications that includes data on monthly and quarterly industry reports as well as all other BDSA publications. July 1965. Free.

☐ *The U.S. Industrial Outlook for 1965:* 50 Selected Industries. 1965. 180 pp. $1.*

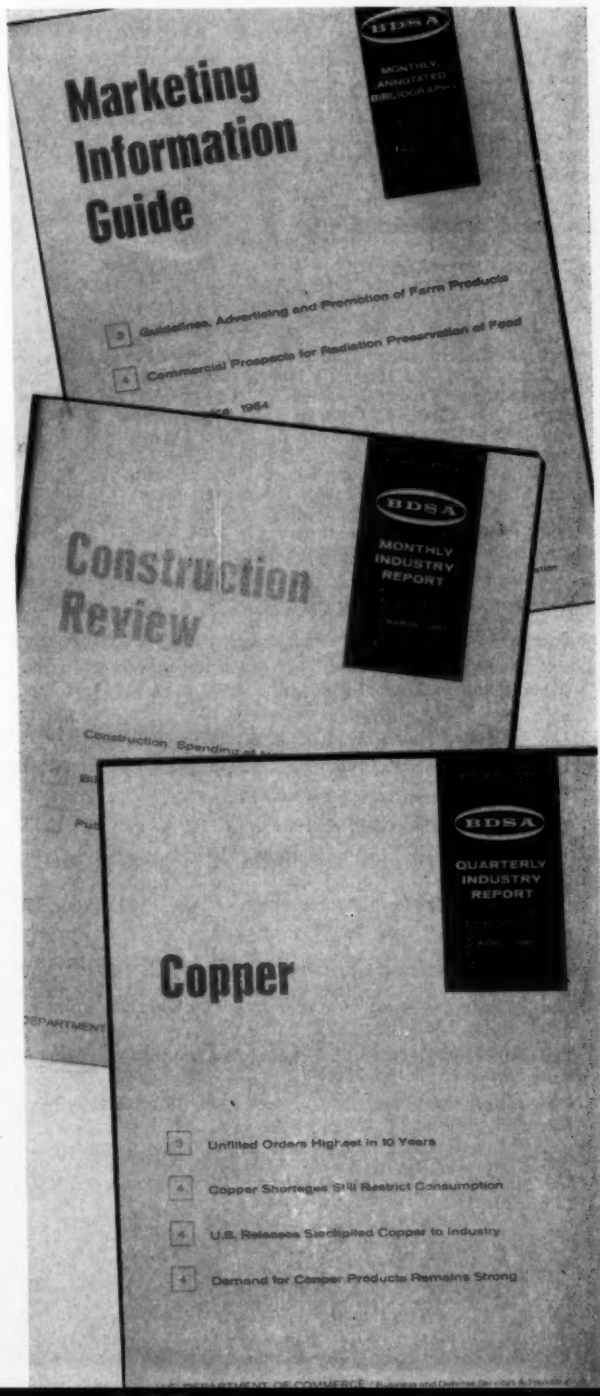
☐ *BDSA: How It Works with Business for Business.* 1965. 8 pp. Free.

Industry Reports, Periodicals

☐ *Chemicals Industry Report.* Quarterly. Trends in production, shipments, and inventories and articles on world industry developments. $1 a year. $1.25 to foreign address. 30¢ single copy.*

☐ *Construction Review.* Monthly. Outlooks, feature articles, construction statistics. $3 a year. $4.25 to foreign address. 30¢ single copy.*

☐ *Containers and Packaging Industry Report.* Quarterly. Economic review and outlook, analyses of container trends and developments. Feature articles on domestic and foreign trade. 75¢ a year. $1 to foreign address. 20¢ single copy.*



☐ *Copper Industry Report.* Quarterly (with annual summary). Supply-demand analyses and projections, imports and exports, inventories and shipments of producers and fabricators. 75¢ a year. $1 to foreign address 15¢ single copy.*

☐ *Marketing Information Guide.* Monthly (with annual cumulative index). Annotations of selected, current Government and non-Government marketing materials. $2 a year. $2.75 to foreign address. 15¢ single copy.*

☐ *Printing and Publishing Industry Report.* Quarterly. Data on employment, earnings, production, exports and imports, analyses of industry conditions and trends. $1 a year. $1.25 to foreign address. 25¢ single copy.*

☐ *Pulp, Paper and Board Industry Report.* Quarterly. Analyses, feature articles and statistics on production, world markets, inventories, and prices. 75¢ a year. $1 to foreign address. 20¢ single copy.*

☐ *Motor Truck Production Report.* Monthly. Production statistics of commercial on-highway motor trucks for domestic and foreign markets. Free. Available from Sales and Distribution Branch, Office of Administrative Services, U.S. Department of Commerce, Washington, D.C., 20230.

* Available on subscription from Superintendent of Documents, Washington, D.C., 20402. Single copies may be purchased from the U.S. Department of Commerce, Washington, D.C., 20230, or from the Department of Commerce Field Offices. However, single copies of *Construction Review* and *Marketing Information Guide* may be purchased from the Superintendent of Documents.

Industrial Modernization

Aids to Modernization

☐ *A Bibliography.* 1964. 9 pp. 10¢.

☐ *How to Succeed by Really Trying.* 1964. 38 pp. 25¢.

Industrial Modernization Conference Reports (Free): ☐ Detroit Area–April 20, 1965; ☐ Narragansett–March 25, 1965; ☐ Connecticut–October 20, 1964; ☐ Hudson-Mohawk Valleys –October 15, 1964; ☐ Central Tennessee–October 8, 1964; ☐ Western Michigan–October 1, 1964; ☐ Indiana State–September 30, 1964; ☐ New England–June 10, 1964; ☐ New Jersey–June 4, 1964; ☐ Long Island–April 16, 1964; ☐ Washington State–March 31, 1964; ☐ Portland (Ore.)–March 26, 1964; ☐ Mid-Ohio Valley–February 26, 1964; ☐ Southwestern (Oklahoma City)–January 17, 1964; and ☐ Tri-State (Pittsburgh)–January 9, 1964.

U.S. Trade, Manufacturing Data

☐ Confectionery Sales and Distribution, 1962. 1963. 24 pp. 25¢.*

☐ Metal Cutting Tools: Shipments, 1959-1962. 1963. 6 pp. 10¢.*

☐ U.S. Lumber Exports, 1963. 1964. 6 pp. 10¢.*

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☐ U.S. Lumber Imports, 1962. 1964. 5 pp. 10¢.*

☐ U.S. Foreign Trade in Photographic Goods. 1963. 1964. 39 pp. 25¢.*

☐ U.S. Foreign Trade in Photographic Goods, 1962. 1963. 35 pp. 25¢.*

Overseas Market and Industry Surveys

☐ *The Market for Automatic Vending Machines in Austria.* 1963. 40 pp. 25¢.*

☐ *The Market for Automatic Vending Machines in the United Kingdom.* 1963. 36 pp. 20¢.*

☐ *Market for Men's and Boys' Clothing in Western Europe.* 1964. 63 pp. 30¢.*

☐ *The Copper Industry in the Soviet Union.* 1963. 8 pp. 10¢.*

☐ *The Market for Costume Jewelry in West Germany.* 1963. 28 pp. 20¢.*

☐ *The Market for Semiconductor Devices in West Germany and Italy.* 1964. 24 pp. 15¢.*

☐ *The Market for U.S. Electronic Components in Western Germany and Berlin.* 1964. 45 pp. 50¢.

☐ *The Market for Selected U.S. Household and Commercial Gas Appliances in Selected Foreign Countries.* A series 1962-63. Pages vary from 2-10. 10¢ each. ☐ Australia; ☐ Austria; ☐ Belgium; ☐ Brazil; ☐ Cambodia; ☐ Canada; ☐ Chad; ☐ Colombia; ☐ Denmark; ☐ Egypt; ☐ El Salvador; ☐ Ethiopia; ☐ Finland; ☐ France; ☐ Greece; ☐ Honduras; ☐ Hong Kong; ☐ Iceland; ☐ Iran; ☐ Iraq; ☐ Ireland; ☐ Italy; ☐ Ivory Coast; ☐ Japan; ☐ Jordan; ☐ Lebanon; ☐ Malagasy; ☐ Mexico; ☐ Netherlands; ☐ New Zealand; ☐ Nicaragua; ☐ Panama; ☐ Paraguay; ☐ Peru; ☐ Philippines; ☐ Portugal; ☐ Senegal; ☐ Singapore; ☐ South Africa; ☐ Sweden; ☐ Switzerland; ☐ Thailand; ☐ United Kingdom; ☐ Uruguay; ☐ Venezuela; ☐ West Germany.

☐ *Development of the Japanese Photographic Products Industry, 1962.* 1963. 24 pp. 15¢.*

☐ *The Market for Selected Photographic Products in the United Kingdom and France.* 1964. 27 pp. 15¢.*

World Survey of Civil Aviation. A series.*

☐ *Continental Europe and Ireland.* Publication scheduled for July 1965.

☐ *United Kingdom.* 1965. 16 pp. 15¢.

World Trade and Production

☐ *World Motor Vehicle Production and Registration, 1963-64.* 1965. 6 pp. 5¢.*

☐ *World Motor Vehicle Production and Registration, 1962-63.* 1963. 7 pp. 5¢.*

☐ *World Motor Vehicle Production and Registration, 1961-62.* 1963. 7 pp. 5¢.*

World Newsprint Supply-Demand. A series. Prepared by BDSA for House Committee on Interstate and Foreign Commerce, Washington, D.C., and issued as House reports. Free. Available from House Committee.

☐ *Outlook Through 1966.* 1964 (House Report No. 1899, 88th Congress, 2nd Session). 37 pp.

☐ *Outlook Through 1965.* 1963 (House Report No. 871, 88th Congress, 1st Session). 37 pp.

☐ *World Survey of Abrasive Products, 1957-62.* 1963. 30 pp. 20¢.*

General Business Publications

☐ *Aluminum Fact Book.* 1963. 90 pp. 50¢.*

☐ *Current Status and Commercial Potential for Radiation Preservation of Food.* 1965. 174 pp. 55¢.*

☐ *Engineers' Overseas Handbook.* 1965. 200 pp. Scheduled publication July.*

Selected United States and Foreign-Language Marketing Terms and Definitions. A series of translations of selected United States marketing terms and definitions into five foreign languages. 40-43 pp. 1960. 20¢ each:

☐ English-French;* ☐ English-German;* ☐ English-Italian;* ☐ English-Spanish;* ☐ English-Swedish.*

☐ *The Soviet Challenge to U.S. Machine Building.* 1963. 74 pp. 30¢.*

☐ *Western Europe Standardizing Package Dimensions.* 1965. 8 pp. 10¢.

BUREAU OF INTERNATIONAL COMMERCE (BIC)

EXPORT MARKET GUIDES

Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales oppor-

tunities, demand for items on sale, international competition, sales approach, expected attendance and sales, and technical requirements. 4 or 8 pages. 10¢ each. For sale by U.S. Department of Commerce, Publication Sales and Distribution Branch of the Office of Administrative Service, Washington, D.C., 20230.

Germany: ☐ catering equipment; ☐ welding and cutting equipment; ☐ plant maintenance equipment; ☐ food processing, packaging machinery and related equipment; ☐ meat processing, packaging, and slaughtering equipment.

Italy: ☐ industrial fasteners, assembly tools, and production equipment; ☐ packing and packaging machinery; ☐ electric, electronic, and mechanical control devices; ☐ catering equipment; ☐ electronic computers.

Japan: ☐ automatic wrapping and packaging machines and equipment; ☐ metal finishing equipment; ☐ pumps and compressors; ☐ animal husbandry equipment.

Netherlands: ☐ Food processing and packaging equipment; ☐ gas appliances and related products.

Peru: ☐ automotive service equipment, metalworking machinery, medical equipment.

Scandinavia: ☐ photographic products.

Spain: ☐ metalworking equipment and related products.

Sweden: ☐ lifting, loading, conveying equipment.

Switzerland: ☐ industrial electronic equipment.

Thailand: ☐ air conditioning and refrigeration equipment; ☐ hotel, restaurant, and institutional catering equipment.

United Kingdom: ☐ electronic systems and instrumentation; ☐ machine tools; ☐ industrial machinery; ☐ audio-visual equipment; ☐ non-destructive testing and measuring apparatus; ☐ advanced industrial fasteners, applicators, fastener producing machines.

☐ *Market Factors in Singapore.* Basic data on sale of goods in Singapore: scope and nature of the market, economic development, competition, market for selected commodities and services. 11 tables. 1965. 19 pp. mimeographed. 25¢. For sale by U.S. Department of Commerce and its Field Offices.

OFFICE OF PUBLICATIONS

☐ *Business Service Checklist.* Weekly list of new publications and press releases of the U.S. Department of Commerce. Annual subscription, $2.00 ($4 for foreign mailing). Mail orders and remittance to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or to any U.S. Department of Commerce Field Office.

☐ *United States Department of Commerce Publications. A Catalog and Index. 1963 Supplement.* Twelfth supplement to a basic document covering all publications of the U.S. Department of Commerce, 1790 to 1950. The 1963 supplement cumulates the 1963 issues of *Business Service Checklist.*

SMALL BUSINESS ADMINISTRATION

☐ *Export Marketing for Smaller Firms.* Reports on the problems facing the smaller firms engaged in or seeking to enter foreign trade and the many types of assistance available to help them cope with those problems. 1963. 89 pages. 50¢. Mail order and remittance to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or to a U.S. Department of Commerce Field Office.

UNITED STATES TRAVEL SERVICE

☐ PLANT TOURS FOR INTERNATIONAL VISITORS TO THE UNITED STATES, 1965-66, revised. Listing of plant tours by state and city. Includes an industry classification index. Scheduled publication, July 1965 from the Superintendent of Documents, Washington, D.C., 20402.

OVERSEAS BUSINESS REPORTS
WORLD TRADE INFORMATION SERVICE REPORTS
Other Bureau of International Commerce Publications

Overseas Business Reports are identified by the symbol "OBR." OBR's originate with the Bureau of International Commerce or with the Business and Defense Services Administration; the latter may be identified by the initials (BDSA). These reports are offered for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at $18 a year ($12 additional for foreign mailing); 15¢ a copy. Order from any Department of Commerce Field Office or from the Superintendent of Documents and make remittance payable to the Superintendent of Documents.

World Trade Information Service Reports are identified by part and number: e.g., Part 3, No. 62-27. These reports were succeeded by the OBR's. However, WTIS reports are available only from the U.S. Department of Commerce or its Field Offices. Price is 15¢ unless shown otherwise. Make remittance payable to the Superintendent of Documents.

Still other Bureau of International Commerce publications are identified by title, year of publication, number of pages, and price. Order from Superintendent of Documents.

You may find this checklist convenient in making out your order. Mark the items that you need. Additional copies of this checklist are available on request to a Department of Commerce Field Office or to the U.S. Department of Commerce, Publications Sales and Distribution Branch, Washington, D.C., 20230.

Aden

——Basic Data on the Economy of Aden and the Federation of South Arabia. OBR 64-71. June 1964. 5 pp.

Afghanistan

——Basic Data on the Economy of Afghanistan. Part 1. No. 62-77. 6 pp. October 1962. (Superseded WTIS, Part 1, No. 58-7.)

——Import Tariff System of Afghanistan. Part 2, No. 62-47. 2 pp. September 1962. (Superseded WTIS, Part 2, No. 57-86.)

——Licensing and Exchange Controls, Afghanistan. Part 2, No. 61-48. 3 pp. August 1961. 10¢. (Superseded WTIS, Part 2, No. 57-117.)

See also Asia.

Africa (see also country listings)

——Africa: Sales Frontier for U.S. Business. A supplement to International Commerce; market study. 1963. 121 pp. $1.
——Market Indicators for Africa. Part 3, No. 62-20. October 1962. 12 pp. 20¢.
——Trade of the United States With Africa, Years, 1959-61 and Half-Years, July-December 1960-61. Part 3, No. 62-27. September 1962. 4 pp. 20¢.
——Trade of the United States With Africa. Years, 1958-60, and Half-Years, Part 3, No. 61-27. August 1961. 4 pp. 20¢.

Algeria

——Foreign Trade Regulations of the Republic of Algeria. OBR 64-122. November 1964. 8 pp. (Superseded WTIS, Part 2, No. 61-25.)

Angola

——Preparing Shipments to Angola. OBR 63-85. 6 pp. April 1963. (Superseded WTIS, Part 2, No. 58-3.)
See also Africa.
——Basic Data on the Economy of Angola. Part 1, No. 61-73. 27 pp. December 1961. (Superseded WTIS, Part 1, No. 57-51.)

Argentina

——Market Information on Business Machines in Argentina (BDSA). OBR 65-22. 5 pp. April 1965.
——Foreign Trade Regulations of Argentina. OBR 64-56. 8 pp. June 1964.
——Establishing a Business in Argentina. OBR 64-33. 20 pp. May 1964.
——Basic Data on the Economy of Argentina. OBR 63-84. 24 pp. March 1963. (Superseded WTIS, Part 1, No. 58-73.)

Asia and Oceania

——Market Indicators for Asia and Oceania. OBR 64-45. 28 pp. July 1964.
——Trade of the United States With Southern, Southeastern, and Eastern Asia. Years, 1959-61 and Half-Years, July-December 1960-61. Part 3, No. 62-25. 4 pp. August 1962. 20¢.
——Trade of the United States With Southern, Southeastern and Eastern Asia. Years, 1958-60, and Half-Years, July-December, 1959-60. Part 3, No. 61-26. 4 pp. August 1961. 20¢.

Australia

——Market Information of Electronic Products (BDSA). OBR 64-85. 5 pp. July 1964.
——Australia, Selling to. 36 pp. 1964. 30¢. A trade mission report.
——Basic Data on the Economy of Australia. OBR 63-38. 20 pp. March 1963.
——Establishing a Business in Australia. OBR 63-108. 16 pp. July 1963. (Superseded WTIS, Part 1, No. 60-49.)
——Foreign Trade Regulations of Australia. OBR 63-129. 11 pp. October 1963.
——Living Conditions in Australia. OBR 63-11. 10 pp. January 1963. (Superseded WTIS, Part 2, No. 56-100.)

Austria

——Selling in Austria. OBR 64-70. 12 pp. June 1964.
——Foreign Trade Regulations of Austria. OBR 64-57. 7 pp. June 1964.
——Establishing a Business in Austria. OBR 63-99. 18 pp. April 1963. (Superseded WTIS, Part 1, No. 59-65.)
——Austria, Export to. 1963. 20 pages. 20¢.

ALL OBR'S 15 CENTS EACH

——Anti-Dumping Legislation in Austria. OBR 63-81. 4 pp. April 1963.
——Pharmaceutical Regulations of Austria. Part 2, No. 62-31. 3pp. June 1962. 10¢. (Superseded WTIS, Part 2, No. 56-116.)
——Basic Data on the Economy of Austria. Part 1, No. 62-83. December 1962. 15¢. (Superseded WTIS, Part 1, No. 56-61.)
See also Europe.

Bahamas

——Basic Data on the Economy of the Bahama Islands. OBR 64-38. 12 pp. July 1964.
——Import Tariff System of the Bahamas. Part 2, No. 61-40. 2 pp. June 1961. 10¢. (Superseded WTIS, Part 2, No. 58-81.)

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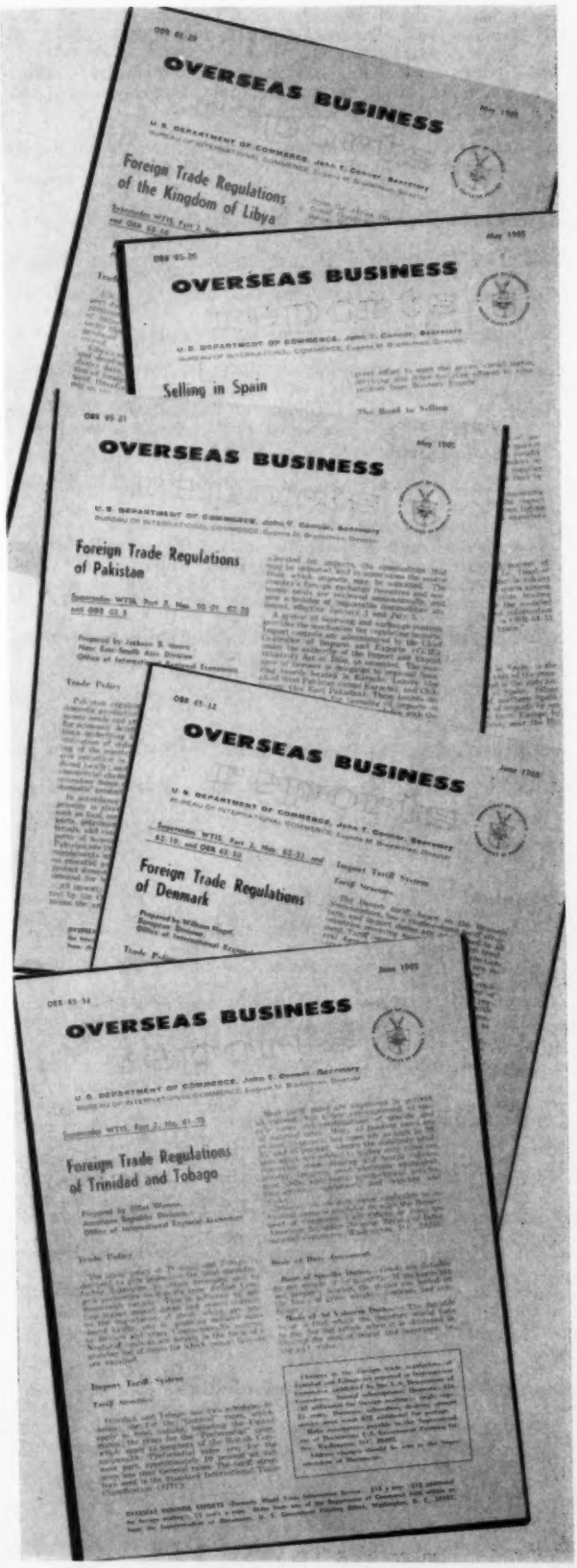

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See also Europe.

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LOCAL GIRL Corina Tsopei, better known as Miss Universe of 1965 (left), joins Bobbi Johnson (Miss USA) in a visit to the U.S. pavilion at the Thessaloniki International Trade Fair. The starry-eyed fellow at the left is U.S. Commercial Attache Guy O. Long, who wrote the accompanying article when he recovered.

Greek import surge continues

By GUY O. LONG

Commercial Attache
U.S. Embassy, Athens

Greece continues to be an attractive market for U.S. products. U.S. exports in 1965 could amount to as much as $200 million, compared to $139 million in 1963 and $161 million in 1964 when the U.S., with 18% of the market, was the largest single supplier.

The continuing rise in Greek imports, from $750 million in 1963, to $880 million last year, reflects the development boom now underway. It also points to a redistribution of wealth, which has come about through agricultural subsidies, civil service and other wage increases.

As a result, the purchasing power of the Greek has risen substantially. At Greece's present stage of industrial development, additions to fixed capital and necessary raw material imports can only be made at the sacrifice of a sharp rise in the volume of imports.

Since Greece must continue its development program, increases in all categories of imports are expected this year. U.S. exporters, however, will have to offer competitive prices, quality and service, and meet or better credit terms offered by competitors.

As Greece lowers its tariffs for European Economic Community (EEC) products, which it is gradually required to do under its terms of association, U.S. exporters will face a disadvantage. But price alone is not the big handicap it was a few years ago, as European prices for many products have been rising substantially.

Disadvantage

A more important disadvantage is that caused by barter arrangements with the Soviet bloc. Greece has difficulty disposing of its tobacco and other agricultural products. Consequently, it has concluded bilateral trade agreements with the Bloc countries. In exchange, Greece takes industrial machinery and equipment, transportation equipment and petroleum and petroleum products.

Imports of capital goods rose 41% in 1964, and accounted for 36% of the total rise in imports. The U.S. share of total capital goods imports of $179.4 million, was $40.3 million, made up principally of machinery, transportation and other equipment. This field continues to offer excellent possibilities for aggressive U.S. exporters.

Raw material imports, such as pulp, cotton and textile fibers, metals and building materials rose 24%. Total imports in this category were about $199 million, of which the U.S. supplied only $22 million. This also appears to be a promising field for U.S. exporters.

In spite of large investment in industry, building activity absorbs a higher percentage of the country's invested capital. And although Greece is self sufficient in marble, tile, cement and brick, a substantial portion of the electrical, plumbing and sanitary equipment must be imported.

Other increases were in agricultural products, where the U.S. supplied about $40 million out of $140 million. Much of this trade took place under Public Law 480. In manufactured consumer goods, the U.S. supplied $32 million out of $249 million.

The 1965 public and quasi-public investment budget calls for spending approximately $400 million to improve the highway network, railroads, power grid, telecommunications, agriculture (through irrigation) and port facilities.

The Greek Government is about to embark on a sewage project for Athens which eventually will cost some $100 million, and NATO contracts for substantial sums are still being considered.

Some other large projects under con-

sideration are erection of wheat storage bins and olive oil storage tanks. A $10 million open pit lignite mine is to be developed to supply mainly the Public Power Corp. (PPC) and the nitrogenous fertilizer plant.

The PPC proposes construction of a new $20 million megawatt thermal power plant at Aliveri to meet an anticipated power shortage in 1967-1968. A shipyard is scheduled for construction at Elefsis; the state-owned refinery is to be expanded; and a 1.5 mile bridge to connect the Peloponnesus to the mainland is under discussion.

While Greek firms will have an advantage in bidding for some of this procurement and construction, many of the purchases and much of the know-how will have to come from abroad. The disadvantage caused by the barter arrangements with the Soviet bloc is apparent in procurement by Government, quasi-governmental and public utilities, because of the power of the Minister of Commerce to direct it toward countries willing to take tobacco and other agricultural products in exchange for products bought by Greece.

Most Government procurement is done through international tenders. Many companies are competing for this business, but a number of aggressive U.S. firms have been successful in supplying commodities and services to the Government.

A reliable agent or representative on the spot is the best means of securing these tenders. Firms placing bids by mail, or negotiating by mail, are at a disadvantage. The Department of Commerce and its Field Offices, and the American Embassy, Athens, can assist firms to secure suitable representatives for their operations in Greece.

Plenty of projects

Numerous investment projects, most of which could lead to substantial sales of U.S. machinery and equipment, can be found in Greece. Inquiries concerning U.S. investment decreased substantially during the year. To a large extent, investors were frightened away by Greek Government insistence on the renegotiation of the ESSO-PAPPAS (oil refinery, ammonia, petrochemical and steel) and PECHINEY (aluminum smelter) projects; the Cyprus crisis and the attendant war scare and threat to economic stability; Greek bureaucratic red tape and delay in acting on investment applications plus obstruction by vested interests; and petty bureaucratic harassment of investment projects which have already been licensed.

HANG ON BOYS, shouts the Greek coordinator at the Thessaloniki Fair as he takes three of his countrymen for a spirited demonstration ride around the Fair Grounds on a perky Chrysler-built Farmobile.

High government officials are not unaware of this situation, and in frequent public statements have called attention to certain of these problems. However, little has been done to date to improve conditions.

The best way

The best way to invest in Greece probably is to cooperate with established industries and avoid some of the above problems. The Greek Government particularly welcomes this type of investment. Local industry, with some exceptions, consists of small organizations, managed and operated by the owner and family members. Frequently these industries are undercapitalized, and the machinery and equipment may be obsolete or inefficient.

Quality standards are often neglected and the output is intended almost entirely for the domestic market. Many of these firms exist because they are protected by very high tariffs. With the gradual lowering of tariffs taking place under the Association Agreement with the Common Market, these firms must modernize or close. Many Greek industrialists, aware of the situation, would welcome a foreign association, which could help determine what equipment is needed and how it can be used efficiently.

Interested investors would be well advised however, to consult with the Embassy during an early stage of negotiations, and to obtain the best legal advice possible. In no case should a firm rely upon an oral understanding, or expect more lenient treatment than in the U.S.

Summing up, the best way to do business in this very competitive market is to get a good agent or representative; make it profitable for him to handle the business; and offer comparable or better credit terms than those offered by the competition.

HEATING, VENTILATING

One of the United Kingdom's leading domestic gas appliance manufacturers wishes to manufacture under license equipment relating to heating and ventilating or any processor equipment utilizing vitreous enamelling. The firm is also interested in cross licensing agreements for products designed and developed by them.

Write: Sidney Flavel & Co., Ltd., Eagle Foundry, Leamington Spa., England. WTD.

PAPER MILL MACHINERY

Manufacturer of wet machines for wood and chemical pulp; bleaching plants for cellulose, linters, washing drums and equipment for cellulose and rag pulp; water chlorinating plants; beating engines; pulp vats; endless-wire paper making machines; cardboard, fiberboard and pasteboard making machines; cellulose wadding making machines; and cigarette-paper making machinery seeks a cross-licensing arrangement with U.S. firms in the paper mill machinery field.

Write: Gebr. Bellmer K.G., Maschinenfabrik, 7532 Niefern, Baden, Germany. WTD.

UNITED KINGDOM

Meeting troubles head-on

Government sets out to restore confidence in pound sterling

By HAROLD E. HALL
Commercial Attache
U.S. Embassy, London

The United Kingdom's present economic situation is characterized by a high and expanding level of activity on the domestic side but a major deficit in overseas payments.

The output of goods and services, rate of unemployment, wages, profits, dividends, and consumer expenditures indicate an expansion in the domestic economy.

In the critical area of balance of payments, the United Kingdom has introduced measures to achieve equilibrium in overseas accounts and restore confidence in the pound sterling.

To consolidate the precarious authority gained in the October 1964 elections and to fulfill campaign promises to improve the nation's economy, the Labor Government has introduced a substantial assortment of measures designed to achieve greater efficiency in the uses of manpower and management and more effective controls against inflation.

Continuing friendly climate

The operations of U.S. companies doing business in or with the United Kingdom will be affected by these measures, but the climate of British-U.S. commercial relations should remain friendly and profitable.

In 1964, imports of U.S. products were up by a substantial 28%, and the U.S. continued to provide nearly two-thirds of overseas private direct investment in that country. U.S. diplomatic posts in the United Kingdom received 70,000 inquiries concerning trade between the two countries.

In April 1965, 100 U.S. firms were sufficiently impressed with future prospects for increased sales to the British market to display their products at the London International Engineering Exhibition, where the U.S. exhibit was the largest overseas commercial display ever supported by the Department of Commerce.

The end-of-show reports by the U.S. exhibitors indicated expectations of $8 million in sales over the next 12 months. This optimism for expanded trade was reflected by the British in May when one of Britain's leading chains of department stores simultaneously held a "Shop America" fortnight in 10 major cities and displayed over $1 million worth of U.S. consumer goods.

Stresses and problems

While the general position of the British domestic economy is one of continuing expansion, there are stresses that create difficulties.

Problems of mounting wage claims, disappointing productivity, and rising prices occupy much of the present administration's time. The index of industrial production increased more in 1964 than it did in the previous four years combined, largely due to an increased labor force, as the rate of unemployment shrank to 1.6% or about 19% less than a year ago, and to an increased demand that had been accumulating for approximately four years.

Worker productivity increasing at a rate of perhaps slightly below 3% per annum, has not added enough to national growth to meet the increased demands for goods and services. The fall in unemployment has increased already strong pressures for wage adjustments, and some 60 major requests are currently in the pipeline.

A tug-of-war is developing on the British price front, where the retail price index has increased by 4.4% since a year ago. Last year, measures were introduced to strengthen existing legislation on monopolies and restrictive practices, including a general prohibition of resale price maintenance.

The general outlawing of resale price maintenance came into force at the end of April, 1965, but the practice appears to be slowly dying as some 700 applications have been made for temporary exemptions.

Limits on salaries asked

In addition to scrutinizing existing prices, the Government has asked employers and workers to limit general increases in incomes to 3 to 3.5% per year, and has urged manufacturers, wholesalers and retailers to hold the line on prices and reduce them wherever increased employee output or falling material cost permit.

The Government is trying to marshall public opinion on suggested restraint. In the first quarter of 1965 wage increases averaged nearly 6%, indicating the magnitude of the problem facing the Government.

The Government is giving particular attention to conditions in key industries. Britain's steel industry, reportedly operating at close to 90% capacity, faces nationalization, and the ensuing debate could well be one of the most crucial issues in the present Parliament.

The Government is reported to be watching the machine tool industry, but so far has made no decision on participation of State-owned enterprises in this area. An inquiry into the pharmaceutical industry will determine whether the $600 million the British National Health Service spends annually on drugs represents a fair and reasonable price.

New budget's effect

The new budget will affect operations of U.S. companies in the United Kingdom in a number of ways. The new corporation and capital gains taxes represent a major change in the British tax system.

Also announced were limitations on business entertainment acceptable for tax deduction purposes, and increased taxes on tobacco, liquor, automobile and truck licenses.

The capital gains tax, a two-stage tax to be imposed on capital gains on disposal of assets after April 1965, is intended to share the burden of taxation more fairly between those who are in a position to realize capital gains and those who are not. Its 30% rate on long-term gains is a tax not on existing wealth but on the accumulation of new wealth.

Short-term capital gains will be taxed as ordinary income. The corporation tax, operative in April 1966, will not have its rate fixed until next year, but the Chancellor of the Exchequer has announced it will not exceed 40%.

The United Kingdom's taxation agreements with other countries, including the Income Tax Convention with the U.S., are expected to be revised due to the

fundamental changes in the British tax system, primarily the corporation tax proposals. The main problem arises from the tax treatment of dividends flowing between the two countries which is predicated on a British tax system under which the tax paid by a corporation covers the income tax liability of the shareholder.

Under the new British system, a substantially lower tax rate will be collected from corporations, but liability of the shareholder will not be covered.

Another budget measure—regulations governing overseas travel—is also of interest to the U.S. For some time there has been a ceiling of $700 which a British individual could take out of the United Kingdom on a holiday. This remains unchanged, but the amount is to be noted in the traveler's passport, thus tightening the controls on those striving to circumvent the law in terms of exporting large amounts of currency.

The $700 is separate from transportation charges, which can be paid in sterling locally. The new measure should not adversely affect British travel to the U.S., which in 1964 totaled 162,000 visitors, a 29% increase over 1963.

Balance of trade

The balance of merchandise trade between the U.S. and the United Kingdom in 1964 was solidly in favor of the U.S., and Britain's new "economic look" places considerable attention on the expansion of its exports. The British Government's program in this area includes rebates of certain indirect taxes, increases in export credit insurance coverage, expansion of Government commercial offices abroad, and greater participation in trade missions and trade exhibitions.

While recent increases in British exports have been primarily attributed to greater sales to Western Europe, the U.S. has obviously been marked as a central target for increased exports. U.S. businessmen, educators, research specialists and advertisers have been recruited to help sell more British goods to the U.S., and a permanent display center will be set up in New York.

The President of Britain's Board of Trade recently wrote to the Secretary of Commerce requesting reassurance that the actions taken by the United States to redress its balance of payments would not include placing import restrictions on British goods. He was reassured by the Secretary of Commerce that "limitations on imports have no place in the U.S. program for improvement in the balance of payments".

Britain's current balance of payments crisis led to the imposition in October 1964, of a 15% charge on imports into the United Kingdom on most finished and semi-finished goods, regardless of source.

PART OF THE EXHIBIT space occupied by the more than 100 U.S. firms which participated in the London International Engineering Exhibition, April 21-30. Sales results were encouraging to American firms.

It is difficult to assess the effect of this surcharge on imports from the U.S. Other factors, notably the American dock strike, were influencing trade statistics at the same time, but approximately 50% of U.S. exports to the United Kingdom fall into the categories subjected to this surcharge. The situation eased slightly on April 27 when the rate was reduced to 10%, and the Government has assured further reductions when the economic situation permits.

One of the strongest and most conspicuous ties between the U.S. and the United Kingdom has been the substantial interchange of capital. U.S. direct private investment, totalling over $4 billion, has helped the British economy by providing jobs, contributing to the rise in purchasing power, supporting the export drive, and has aided considerably in the fight to achieve greater technological advancement in Britain's industries.

Some apprehension

President Johnson's request to U.S. companies to exercise restraint in financing new direct investments in developed countries and to encourage a greater return of overseas earnings to the U.S.—while understood in the United Kingdom—has been received with some apprehension lest such action retard industrial modernization needed in the United Kingdom.

The British Government has applied its own credit squeeze. The Bank of England had informed British commercial banks that they must place $250 million of their liquid assets on deposit with the central bank to prevent further expansion of business loans, which have continued to rise despite a 7% bank rate.

Conversely, there has been a slight relief from the British who have been sensitive toward continued expansion of U.S. commercial operations in the United Kingdom. Such criticism to date has been very limited, sporadic and unofficial, and has been concentrated in the automotive, computer and aircraft industries, where alleged U.S. "domination", "buy-ins", and "hard sale practices" have irritated some British segments.

Long-term goals

Correspondingly, through exchange controls and new taxes, the Government seeks to effect not just a temporary reduction of overseas investment to meet the balance of payments problem, but a more permanent reduction of the new outflow of long-term capital.

The tightening of exchange controls over investment is expected to yield $280 million a year. The Government has sent letters to British firms defining ways to help solve the balance of payments problem.

This action was taken shortly after the U.S. Government announced it would encourage a greater flow of foreign capital to the U.S. by reducing deterrents to such investments.

A more definitive appraisal of the long-term development of the British economy and its possible repercussions on Anglo-American commercial relations is expected to be available in the fall of 1965 with the release of the Minister of Economic Affairs' overall economic plan for the development of the United Kingdom.

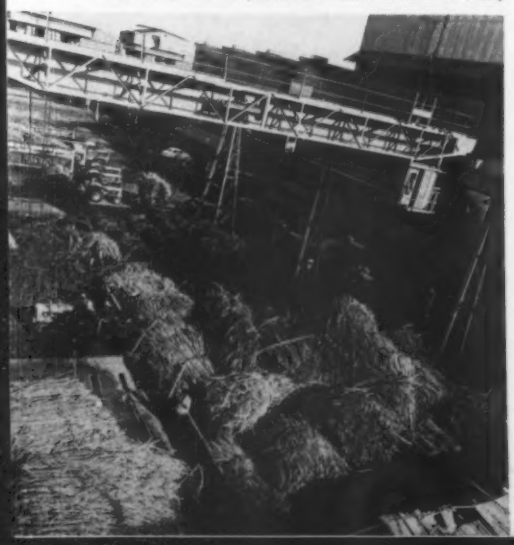
ENORMOUS LAKE backs up at the Kyle Dam, which stores irrigation water from Mtilikwe River.

Rhodesia promotes development of Southeastern Lowveld Region

Plans call for irrigation, road and railroad construction, establishment of commercial estates and new industries

A total of $130.3 million, to be invested by the end of 1968, recently has been committed for development of the Lowveld area in southeastern Rhodesia. Most of Rhodesia's planning for economic growth in the foreseeable future will be concentrated in this region, under the responsibility of the newly established Sabi-Limpopo Authority.

SUGAR CANE from the Triangle Sugar Estates arrives at the mill. (Rhodesian Information Service.)



Full development plans for the Lowveld, over 25 years, involve irrigation of at least 600,000—perhaps a million—acres of land, construction of railroads and roads, establishment and expansion of large commercial estates, encouragement of independent farming, and creation of new industries, mostly for the processing of agricultural products.

Of the $130.3 million committed through 1968, $80.5 million will be invested by four major agricultural enterprises (Triangle Ltd., Hippo Valley Estates Ltd., Nandi Sugar Estates Ltd., and Overseas Ranchers Ltd., an affiliate of a U.S. firm); $5.6 million by private farmers; $11.2 million by commerce and industry; and $33 million by the Rhodesian Government.

Agricultural investors

Among the major agricultural investors, Triangle Ltd. controls 208,030 acres. By the end of 1964 it had planted 30,000 acres in sugarcane. Triangle's sugar mill has a capacity of 200 tons an hour but this is being enlarged to produce 250 tons an hour, an annual capacity equivalent to 187,500 short tons of sugar.

By the end of 1965 it is expected that 800 acres owned by Triangle's subsidiary, the Tokwe Development Co. Ltd., will have been fully developed to grow maize, Burley tobacco, wheat and cotton. This will complete the present phase of Triangle's development which, by the end of 1965, will have cost over $33.6 million. Further development by Triangle Ltd. awaits construction of the Tokwe-Mukorsi Dam which will enable the Tokwe Development Co.'s present scheme to be extended by 24,000 acres and will permit the allocation of an additional 25,000 acres, owned by the Mtilikwe Sugar Co., to sugarcane.

Hippo Valley Estates was started eight years ago with a capital of only $336,000, but on completion in 1965 of the present expansion plans Hippo Valley's capital expenditure will amount to $21.7 million. By midyear, 100,000 citrus trees will have been planted. In December 1963 the company embarked on a $14 million expansion scheme to increase the total sugar acreage to 23,000 acres (15,800 by the company, 7,200 by private growers).

The increase in the sugar acreage has necessitated construction of a new mill—to be available for the 1965-66 crushing season—which will cost $9.8 million. An experimental crop of 125 acres of cotton has been planted.

More sugar cane

Nandi Sugar Estates Ltd. recently was formed by a group of Rhodesian and Mauritian investors to develop 56,000 acres on the Chiredzi River. The authorized capital is $5.6 million, $4.2 million of which has been issued. Some 15,000 acres of cane will be irrigated by the Manjirenji Dam. A mill with a capacity of 320 tons an hour will be built on the estate. The capital cost of the Nandi scheme, not including Government expenditure on the Manjirenji Dam and Canal, will be $14 million—$5.6 million for land preparation, irrigation and buildings, and $8.4 million for the mill.

Overseas Ranchers Ltd. (an affiliate of the U.S. firm African & Overseas Co.) owns the 23,000 acre Samba Ranch which plans to irrigate 5,000 to 8,000 acres, largely for production of crops which can be used for cattle feed. At present 1,000 acres of land are under cultivation and successful commercial-scale crops—wheat, alfalfa, cotton, Burley tobacco, and maize—have been grown under ir-

RHODESIAN WORKERS gouge out an irrigation canal bringing Kyle Dam water to the Hippo Valley Estates, 37 miles away. The Hippo Valley project specializes in producing citrus fruits and sugar cane.

rigation. Total capital investment in the Samba Ranch to date is about $770,000. This will increase to about $5.6 million by 1968.

Parallel to development of the large commercial estates in the Lowveld is the fostering of independent farming by Europeans and Africans.

Important industrial developments take place as the Lowveld's agricultural production increases. There is the processing of by-products, particularly molasses and bagasse, the main by-products of sugarcane milling.

Hippo Valley has already installed the canning and processing plant necessary for the economic exploitation of the citrus crop.

Thriving townships are associated with Triangle and Hippo Valley. Chiredzi, it seems, will be the future main city of the area. All residential and commercial stands in the first phase of development at Chiredzi were quickly sold and buildings have since been put up to an estimated value of more than $4.2 million.

Several industries have been started at Chiredzi to meet growing consumer demands; a principal one is brewing.

Over 18,500 jobs have been created in the Triangle/Chiredzi area alone and, on the basis of present commitments, more than 37,500 people will be employed in 1968.

Less than two percent of employees are European—the remainder are African.

Schools and hospitals are being developed, but at present there is a lack of any local authority to coordinate social development.

The rapid growth of the Lowveld has posed considerable transport and communications problems. The branch rail link from Chiredzi to the main Bulawayo/Lourenco Marques line has been completed and will be extended to Nandi, 8 miles further, at a cost of about $588,000. Road services still provide the only heavy transport link to Fort Victoria and Salisbury. Air services have grown steadily. Postal and telephone services are still being developed.

Investment opportunities

At the moment, many investment opportunities exist. Prospects for a new estate, with equity capital, devoted mainly to cotton growing, appear exceedlingly promising.

In the industrial sector there is scope (a) for new industries based on low-cost and readily available raw materials, (b) for industries designed to serve the Lowveld's small but growing consumer market, and (c) for those which do both.

There are large coal deposits at Bubi and a small deposit to the west of the Lower Sabi. There are large deposits of high grade iron ore at Buhwa, from which ore is being exported, and a medium grade deposit adjacent to the Sabi coal deposits. Copper is mined at Umkondo. A recent discovery of gold deposits in Nyadjena Reserve south of Fort Victoria has attracted the interest of several large mining groups.

The only company operating extensively in the Lowveld which has a Stock Exchange quotation is Hippo Valley Estates Ltd. Hippo Valley ordinary shares at present stand at about ten shillings ($1.40) each, at which price they are expected to yield 7.5%. It is intended that the shares of Triangle Ltd. also be made available to the public, but this move probably awaits an improvement in the sugar price.

Additional details on the Lowveld development are available in a booklet, *The Lowveld*, which can be obtained from the Office of Rhodesia Affairs, 2852 McGill Terrace, NW., Washington, D. C. 20008.

Source: U.S. Consulate General, Salisbury.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

CHEMICAL, RUBBER EQUIPMENT

Manufacturer of a large variety of machines and equipment for the chemical, foodstuff, rubber, plastic and automotive tire industries, such as autoclaves, filters, distillation tanks, containers, cabinets for impregnating, drying and air-conditioning purposes seeks licenses to produce equipment and machinery for the chemical and rubber industries.

Write: N.V. Veluwse Machine Industrie, 16-18 Gelriaweg, Epe (Gld), Netherlands.

HIGH IN HIMALAYAS

Nepal, beginning to industrialize, offers incentives to investors

Scenic Kingdom, with tourist potential, one of few developing countries permitting 100% foreign ownership of new industry

By JOHN S. STILLMAN
U.S. Investment Mission Director

and JACKSON B. HEARN
Bureau of International Commerce

Nepal is a picture-book country, the inspiration of the fictional Shangri-La, with a great potential for tourism.

Recent years have produced the beginnings of planned programs for developing the country's economic resources. Lacking in capital and technology, Nepal offers numerous incentives to attract foreign investment and know-how for its industrial development.

Only 15 years ago this scenic Himalayan Kingdom emerged from a century of virtual isolation from the outside world and began to modernize its institutions and promote its economic growth.

Nepal was cut off from modern technological developments for so many years that its task of moving from a primitive agricultural economy to the beginnings of industrialization is a stupendous one. Much of the country was divided into isolated, largely self-sufficient communities with little means of inter-communication and with institutions more suited to the feudal ages than to the twentieth century.

Modern Nepal has had to start from scratch. The rugged, mountainous terrain, interspersed with deep river gorges, has made the problem of building roads almost impossible and aerial tramways, to replace the porters in moving goods, often are preferable.

New five-year plan

Recognizing its limitations, Nepal has reached out in all directions for the knowledge and assistance of more advanced countries. Technological and economic assistance from some 17 countries and international institutions, led by the United States and India, have financed most of Nepal's development expenditures to date. July 1965 will mark the end of a balanced, realistic three-year plan which provides the base for a new, comprehensive five-year plan.

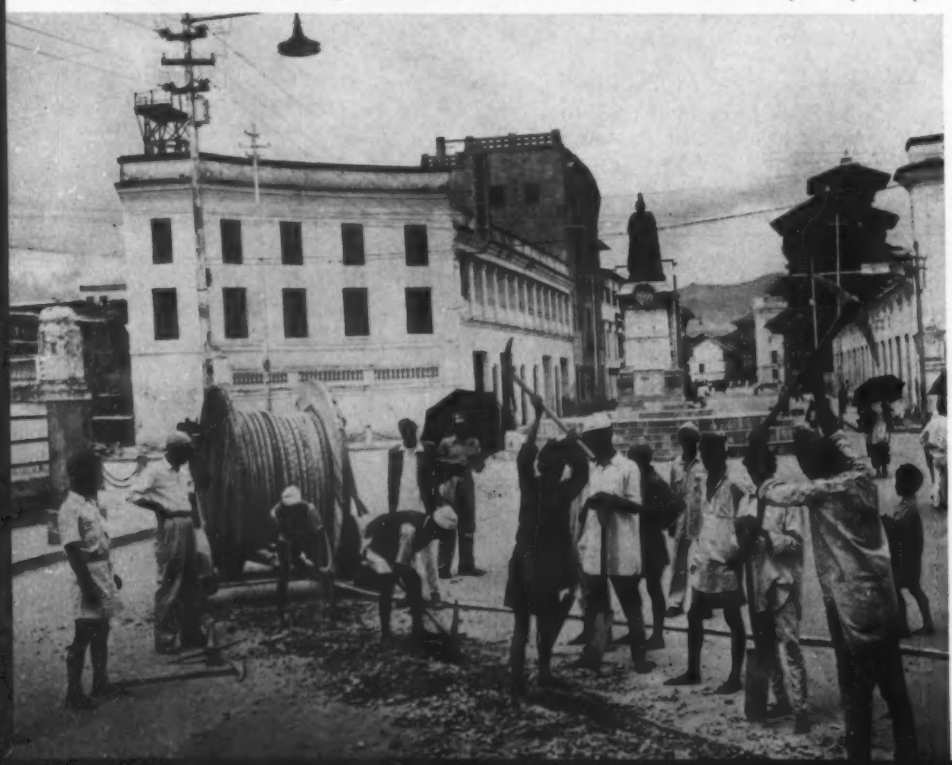
The Government's emphasis in planning and expenditure for development is on building the basic infrastructure of the national economy—education, health, transportation, telecommunications, irrigation, electric power, and local and central administration. While it still has a long way to go before reaching the stage of self-sustaining development, Nepal has made appreciable progress and the rate of development should start accelerating, despite its politically precarious position on the border of Communist China.

Industrial development, a key element in any plan for economic growth, is presently limited in Nepal to a few light industries processing agricultural and forestry products. With continued political stability and rational economic planning, however, Nepal has considerable potential for more varied development of light industry.

The southern plains area (Terai) bordering northern India is an important granary and much of its feed grain flows south with no statistical reporting to the National Government. Just to the north of this are commercially valuable forest resources which are readily marketable in India. There is, therefore, a potential for pulp and paper manufacture.

Extensive mineral resources are known to exist in Nepal, but more detailed exploration and better access facilities are

UNDERGROUND CABLE being laid across Judha Sadak in the heart of Katmandu, capital city of Nepal.



Mission visits Nepal

The U.S. Investment Mission which visited India in the spring also spent two days in the Kingdom of Nepal examining investment opportunities and touring industrial sites.

Through the courtesy of the Nepal Industrial Development Corporation, Mission members interviewed 30 Nepalese businessmen and brought back the investment opportunities which follow the accompanying article. In addition, the Mission received 63 inquiries about 55 of the 195 business proposals it had taken along from U.S. firms.

The group visited the NIDC-sponsored industrial estate, Balaju, on the outskirts of Katmandu, and another at Hetaura. They flew over the industrial areas at Biratnagar, on the Indian border in Southeast Nepal, and at Birganj in the south central section.

needed to make them commercially exploitable. There is a potential for production of certain chemicals, pharmaceuticals, and light consumer goods for sale in both local and Indian markets.

Tourist potential

The most immediately developable resource would seem to be Nepal's great tourist potential. This land of majestic mountains, topped by Mt. Everest, could be a tourist's paradise with more and better facilities and more adequate air service. Enlargement of the runway at Katmandu to receive four-engine planes and jets will help. Accommodations now are almost entirely in the capital city of Katmandu, where the best hotels, such as the Royal and the Shankar, are former Prince's palaces but where a new and modern hotel, the Soal-tee, is under construction.

Industrial development in Nepal is primarily the domain of private enterprise. The Government plays the supporting role of providing an institutional framework and basic facilities. Except for a few industrial projects being built under Government-to-Government aid, the only industries reserved to the public sector are public utilities and defense industries.

Private industrial development is steadily gaining momentum under the impetus of a vigorous promotion program by the Government. Modern industrial legislation has been enacted.

To meet the need for financial and technical assistance, the Nepalese Government, with the assistance of the U.S. Agency for International Development, established the Nepal Industrial Development Corporation (NIDC), which provides a combined technical, marketing, and financing service to private investors. During its 3½ years of existence, the NIDC has given financial and technical support to such new industries as wheat flour, construction hardware, thread, steel, utensils, hosiery, wool spinning, furniture, and machine shops. It also has assisted in development of hydroelectric and diesel power stations, brick and tile works, saw mills, a sugar refinery, jute mills and a tourist hotel.

AERIAL VIEW of runway at airport near Katmandu; landing strip being expanded from 3300 to 6600 feet.

Investment incentives

A key element of Nepal's plans for industrial development is its effort to create a climate attractive to foreign investment. Nepal is one of the few developing countries permitting 100% foreign ownership of new industries. Other incentives include: A 10-year exemption from income tax for new industries, with possibility of indefinite extension of such exemption; equal treatment of domestic and foreign capital; liberal provision for the retention of export earnings for the import of machinery, raw materials, and technical assistance; exemption from duties on imports of machinery and materials; and liberal provisions for salary and profit remittances and capital repatriation.

Nepal has signed an Investment Guaranty Agreement with the United States covering inconvertibility, expropriation, war risk, revolution, and insurrection.

The program for attracting foreign investment has begun to pay off. The southern plains area, with access to Indian rail and road links, is beginning to attract attention from foreign investors interested in exploiting the vast market of northern India. Admittedly these now are mostly Indian investors, but smaller industries in the United States might do well to take another look at this newly emerged, independent Kingdom sitting atop one of the most densely populated areas of the world.

Market profile—Nepal

Government: Benevolent, forward-looking monarchy under King Mahendra Bir Bikram Shah Dev. Five tiered system of elected councils, village level to National Council, from which Council of Ministers is appointed.
Area: 54,345 square miles.
Climate: From subtropical in south to alpine in north.
Population: Estimated at 9.9 million in 1964; annual growth rate, 1.7%.
Financial situation: Adverse trade balance with India, favorable balance in hard currency. July 1964: Gold and hard currency reserves, $23.8 million; Indian rupee holdings equivalent to $26.5 million.
Exchange rate: 1 Nepalese rupee = US$0.13. The Indian rupee (US$0.21) also circulates in some areas but is being gradually withdrawn.
Per capita GNP: Estimated at $63 in 1964.
Foreign trade: More than 90% of trade in both directions is with India. Total trade in 1963: Imports, $67.8 million; exports, $53.9 million.

the authors

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Investment Mission's special visit to Nepal received with many joint venture, licensing opportunities

Diversified investment offers to U.S. businessmen reflect warm reception given to group in Himalayan nation

On a special visit to Nepal, the recent U.S. Investment Mission to India received a warm welcome from Nepalese businessmen and Government officials.

As tangible proof of Nepal's interest in U.S. private investment, the Mission has reported several joint venture and licensing opportunities.

Firms interested in following up any of these investment proposals are requested to show the Interview Report (IR) number on any correspondence with the foreign firm or with the Bureau of International Commerce. This identification number is listed immediately after the address of the firm tendering the proposal.

0133 Poultry farm

A Katmandu firm of importers and wholesalers of poultry, dairy, and livestock equipment and operators of a poultry farm, seeks a U.S. joint venture partner to expand its poultry operation. The firm plans to have 10,000 layers in three years and needs modern equipment and technical assistance from an experienced U.S. firm to set up a modern hatchery.

Write: Nepal Poultry, Livestock & Agricultural Farm (P), Ltd., Babar Mahal, Katmandu, Nepal. IR 18. WTD.

2041 Flour mill
2621 Paper mill
3241 Cement mill

Katmandu firm with diversified industrial interests seeks joint ventures with U.S. firms to set up a modern flour mill, a paper mill, cement mill, strawboard plant, electric cable plant and motor scooter assembling operation.

Write: Golchha Organization, Golchha Nivas, Ganabahal, Dharahara, Katmandu, Nepal. IR 7.

2046 Starch
2833 Antibiotics, vitamins

Joint venture to produce starch, antibiotics, vitamin A and sulphuric acid sought by division of Nepalese Government.

Write: Department of Medicinal Plants, His Majesty's Government of Nepal, Thapathali, Katmandu, Nepal. IR 4.

2090 Vegetable, oils
2621 Paper mills

A Katmandu importer and wholesaler seeks a joint venture or licensing arrangement with a U.S. firm to establish a small scale paper plant. The firm is also interested in producing vegetable oils, butter, margarine, peanut and corn oil.

Write: Nepal Oil Stores, (Pvt.), Ltd., 23 New Rd., Katmandu, Nepal. IR 17.

2295 Coated fabrics, artificial leather
2821 Plastics materials

Joint venture sought by 200-employee Nepalese textile firm to manufacture vinyl sheets, vinyl-coated fabrics and imitation leather.

Write: Ashok Textile Industries, (Pvt.), Ltd., Biratnagar Mills Area, Biratnagar, Nepal. IR 1.

2621 Paper mill
2851 Paints, varnish

Joint ventures for paper mill, paint and varnish factory and rubber products manufacturing plant sought by Nepal company. Financial and technical assistance asked of U.S. collaborators.

Write: Mahendra Sugar & General Industries, (Pvt.), Ltd., 21/639 Kamalpokhari, Katmandu, Nepal. IR 13.

2872 Fertilizer mixing

A Nepal firm, with a fertilizer factory now under construction, seeks a joint venture with U.S. company. Fertilizer mixing machinery needed.

Write: Fertilizer Factory of Nepal, Pvt., Ltd., Rauniyar Niwas, Indra Chowk, Katmandu, Nepal. IR 5.

3111 Leather

Joint ventures in leather, jute, sugar and wood products sought by Nepal sugar firm with approximately 500 employees.

Write: Morang Sugar Mills, Ltd., Biratnagar Mills Area, Biratnagar, Nepal. IR 14.

3360 Nonferrous foundry

Export firm seeks joint venture to set-up and operate small foundry.

Write: Nepal Traditional Crafts, Pvt., Ltd., Babar Mahal, Katmandu, Nepal. IR 19.

3411 Tin containers

Joint venture to manufacture tin containers sought by Nepalese firm now producing woolen yarn, blankets and carpets.

Write: Nepal Wool Works, (Pvt.), Ltd., Balaju Industrial District, Baisdhara, Balaju, Katmandu, Nepal. IR 22.

3421 Razor blades
2813 Oxygen plant
3321 Cast iron pipe

A Nepalese iron and steel firm desires license to manufacture double edge safety razor blades. It seeks also joint ventures to establish and operate an oxygen plant, a carbide plant and a cast-iron pipe manufacturing facility.

Write: Himal Iron & Steel, (P), Ltd., Jamal Tole, Katmandu, Nepal. IR 9.

3423 Hand tools
3479 Galvanizing plant

An importer and wholesaler of heavy construction machinery in Katmandu is interested in a joint venture with a U.S. firm to establish a galvanizing plant and a hand-tool manufacturing facility. The firm, established in 1957, has been doing business primarily with the Government.

Write: Nepal Construction & Engineering Corp., (P), Ltd., P.O. box No. 156, 6/104 Judda Rd., Katmandu, Nepal. IR 16. WTD.

3591 Machine shop

A firm, established in 1964, which operates a jute mill with 1700 employees seeks a joint venture with an experienced U.S. company to establish a machine shop in Nepal.

Write: Raghupati Jute Mills, Ltd., Biratnagar Mills Area, Biratnagar, Nepal. IR 26.

3961 Costume jewelry

Joint venture or license sought by Nepal firm to manufacture costume jewelry.

Write: Highway Transport, Putali Sadak, Katmandu, Nepal. IR 8.

AUTOMOTIVE PARTS

Manufacturer of automotive component parts and accessories is interested in securing licenses to make oil pumps, fuel pumps, wind tone horns, starters and flash units, from U.S. manufacturing contractors to the Original Equipment Market, the After Market, and the Parts and Accessories Market.

Write: Peturna, (Pty.), Ltd., Power House, Dorsetshire St., P.O. Box 187, Paarden Eiland, C.P., South Africa.

SPRAYING PLANT

Manufacturer of special purpose plastics and coating machinery seeks license to manufacture electrostatic spraying plant suitable for the spray coating of plastic powders and paints.

Write: D.M. Industrial Plastics, Ltd., Industrial Estate, Irvine, Ayrshire, Scotland. WTD.

German, Finnish firms offer licenses to U.S. producers

German and Finnish firms are offering licenses to U.S. manufacturers for production of valves and ladies' clothing.

For additional information on these products and the names and addresses of the manufacturers, **write:** Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number assigned each opportunity described below.

Germany

A German firm seeks U.S. licensees to manufacture its sealing throttle and control valves as well as its combined stop, non-return, and butterfly valves, both of which are patented in the U.S.

The sealing, throttle and control valves, in sizes ranging from approximately four to 90 inches, are designed to be installed in pipe lines carrying liquid or gaseous material.

The firm claims that a quick lift of the flap from the seat of the valve has been achieved by use of a double eccentric bearing on the valveshaft in connection with a special form of the sealing seat within the valve box.

An extensive elastic press of the surfaces during the sealing procedure reportedly can be achieved with a relatively small amount of power. Other characteristic reported are a self-dragging valve gear so that adjustments in any throttle position are secured; it is impossible to strip the valve; and the sealing qualities guarantee an absolute shut-off for low and high pressures in both directions.

The combined stop, non-return and butterfly valve are available in the same sizes as the other valves. Even the largest type is reported to seal completely and close smoothly whether used as a stop or non-return valve.

Valves combined

Two valves are combined into one without increasing its size beyond that of the usual stop valve. The harsh vibrations of pipework and connected equipment ordinarily found in the use of such valves are eliminated. The valves can be made in welded or cast form in iron, steel or stainless steel. **File 1328.**

Finland

A Finnish textile manufacturing firm producing a wide variety of ladies' clothing offers a licensing arrangement for the manufacture of its products which have already been introduced in the U.S. and Canada.

The firm's three product lines, using cotton and wool fabrics are beach wear, sportswear with emphasis on ski clothing, and dresses. The company has obtained the exclusive rights for fabrics and wearing apparel designed by two of Finland's outstanding designers. **File 1329.**

Mexican study lists 60 investment areas

The American Chamber of Commerce in Mexico has translated a recent article from a Mexican publication summarizing a study which projects demand in certain Mexican industries over the next seven years.

From these projections are identified 60 industries which appear to afford opportunity for extensive new investment. Included are industries not yet established in Mexico as well as those now operating but ready for expansion.

Branches of industry listed in order of priority are construction of machinery and transportation equipment; manufacturing of chemical and petrochemical products and substances; extraction and refinery of petroleum and natural gas; steel industry and manufacturing of metal products; and manufacture of paper and paper products.

U.S. businessmen interested in obtaining a copy of the English language article which lists all 60 industries with existing capacity and projected demand shown for each, **write:** Bureau of International Commerce, Office of International Investment, File 8630-B, Dept. of Commerce, Washington, D.C. 20230.

ELECTRONIC INSTRUMENTS

Manufacturer of microphones, earphones, communication systems, miniature hearing aids, audiometers and acoustical equipment seeks licensing arrangement for electronic instruments, preferably those related to electro-acoustics.

Write: Amplivox, Ltd., Beresford Ave., Wembley, Middlesex, England.

Investment conference scheduled in Pakistan

An International Pre-Investment Planning Conference will be held Oct. 4 through 7 in Karachi to inform potential investors of opportunities, incentives and details of Pakistan's investment climate.

Those attending the conference at the Hotel Karachi International will have the opportunity to meet Pakistani Government officials and business executives who in turn can learn the kind of climate a foreign investor expects.

According to the Investment Advisory Centre of Pakistan and the West Pakistan Management Assn., sponsors of the conference, the conference hopes to emphasize the importance of sound management practices and techniques as an aid to attracting joint venture partners and licensors for Pakistani industrialists. It will also review conditions and procedures which may act as deterrents to potential foreign investors and those foreign firms already established and operating in Pakistan.

The sponsors report that panel discussion seminars will permit participants to explore and discuss the subjects outlined.

In the open forum session, there will be an opportunity to question top-ranking Government officials on foreign investment. It is reported that President Mohammad Ayub Khan will be an honored guest and speaker.

U.S. firms interested in investing in Pakistan or those already investing who would like to participate in the conference and obtain a draft of the tentative program, **write:** Bureau of International Commerce, Office of International Investment, File 8630-H, Department of Commerce, Washington, D.C. 20230.

Finnish firm seeks license to make fire extinguishers

A Finnish manufacturer, importer, wholesaler and exporter of fire-fighting and safety equipment seeks a U.S. license to expand its operations by manufacturing dry chemical and carbon dioxide fire extinguishers.

The firm reportedly is interested only in equipment of very modern design encompassing the latest technological developments. It requests that all proposals be accompanied by brochures describing the products in full detail.

Write: E. Virta and Co., Linnankatu 3, Turku, Finland. WTD.

EEC proposes plan for protection of shipbuilding industry

Member states directed to aid in building, repairing of vessels

The Commission of the European Economic Community has proposed a plan for Community action to protect its shipbuilding industry from the strong competition it has been meeting in the world market in recent years.

The EEC's share of over-all tonnage of new orders for ships fell considerably from 45% in 1955 to 17% in 1963. The strongest competition has come from the Japanese industry which had captured 44% of the market by 1964.

The growth of the Japanese industry has been attributed to use of technologically advanced methods and equipment and willingness to accept low profit margins.

The pending directive proposes that each of the EEC Member States sets up, by Jan. 1, 1967, a system of aid to its shipbuilding industry applicable to the building of all large sea-going merchant and fishing ships and to repair or rebuilding contracts for these vessels that amount to at least 25% of the ship's value.

The amount of aid granted should equal 10% of the contract price of the vessel or services, a figure arrived at after an EEC working party of Government experts and Commission officials concluded that the effect of support measures in Japan came to slightly more than 10% of contract prices on the average.

Effectiveness of this program would probably be most evident in the Dutch and German yards which between them account for more than 70% of Community ship exports and which now receive little or no Governmental aid.

Makes no provision

The proposal makes no provision for reorganization of the shipbuilding industry within the Community to improve over-all competitiveness. It emphasizes that the incidence of aid should be uniform in all Member States. It is expected that the rationalization of this industry will take place under a separate program which will approach the problem from the viewpoint of regional development.

The proposed system of aid would lapse on Dec. 31, 1969, at which time the program would be re-evaluated.

For a copy of the proposal, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Spain frees more imports from license requirements

The Spanish Government has issued its 10th import liberalization list, containing 80 categories of goods which will no longer require import licenses.

The liberalization became effective May 22, for all but seven items. Six of the seven will be liberalized on Nov. 1, and the remaining item on Jan. 1, 1966.

Among the products included are paraffin, asphalts, synthetic tanning materials, common soaps, polyamides, and miscellaneous polycondensation and polyaddition products, various yarns, various types of clothing, electric blankets, domestic glassware, various iron and steel products, needles for hand sewing, and various metallic containers.

The total import value of the 80 items amounted to $22 million in 1963 and $16.5 million in 1964. Almost half of the 1964 total, $7 million, was accounted for by the two categories of plastic materials.

Germany lowers taxes on sales by foreign subsidiaries

Subsidiaries of U.S. firms in Germany will soon begin to benefit from a three percentage point reduction in the tax levied on their sales in Germany.

The Parliament has passed the 16th Amendment to the Turnover Tax Law, providing, among other things, for application of a uniform 1% wholesale turnover tax (unless otherwise exempted) on all imported goods at the time of first sale in Germany, irrespective of whether the importer is an independent wholesaler or a foreign-owned wholesaling subsidiary.

Previously sales by wholly-controlled subsidiaries had been subject to a 4% tax, on the theory that where vertical integration (Organschaft) exists the domestic subsidiary should be considered a de facto part of the foreign parent.

The change will be retroactive to last Jan. 1; pending litigation for past taxes remains unaffected.

Portugal publishes new investment law

Portugal has issued a new decree revising the conditions governing foreign investments in Portuguese territory.

The law reportedly is designed to attract maximum participation of foreign capital in the economic and social growth of Portugal.

The law establishes a legal basis upon which foreign investors may reasonably plan their investments. Under the new law, foreign capital is to be treated in the same manner as Portuguese capital except that it may not enter the fields of public service or national defense (exceptions may, however, be made in some cases for investment in the former).

Authorization for foreign capital must still be approved but this approval will be given automatically if the business or industry to be established is included in the list approved by the Council of Ministers for Economic Affairs. This list has not yet been published.

Approval for establishment of a business by foreigners carries with it the right to repatriate capital and to remit profits except in the case of national emergencies when the Government may suspend this provision to allow only periodic transfers, none of which will be restricted to less than 20%.

Foreign enterprises, which may be 100% foreign owned, will be entitled to exemptions or reductions in taxes or customs duties in the same manner as Portuguese companies, and may, with special authorization, obtain investment guarantees from State credit institutions.

It is reported that an English translation of the law, and possibly the abovementioned lists, are to be issued shortly.

Import monopolies revised by Iraq

The Iraq General Establishment for Trade has designated the Iraq Import and Distribution Co. (IRIDCO) as sole importer of automobiles, trucks and auto parts and accessories.

The African-Iraqi Trading Co. (AITC) will take over as sole importer of automobile tires, tubes and batteries. In addition, electrical household appliance agencies formerly held by IRIDCO have been transferred to AITC.

New Zealand Government seeks office supplies

The New Zealand Government has issued a tender request for office supplies including:

Eighty-one guillotines, 1,272 scissors, 2,640 desk knives, 432 letter openers, 148 numbering machines, 840 pencil sharpeners, 2,302 stapling machines, 54 scales, 420 telephone number indicators, 12 Lauries interest tables, 7,510 boxes of screw binders, 1,092 bodkins, 5,680 bottles of cyclostyle correcting fluid, 1,200 eraser tips for pencils, and 4,600 boxes of erasers.

Also 49,360 files, 1,274 file perforators, 106,200 letter clips, 3,730 boxes of rubber finger cones, 33,340 boxes of brass paper fasteners, 6,180 boxes paper binders, 400 dozen pen holders, 740 pen trays, 1,260 pencil holders, 13,680 dozens of office pencils, 444 dozens of marking pencils, 240 dozens of ballot pencils, 3,260 boxes of copying pencils and 1,658 boxes of colored checking pencils.

Also 3,565 lbs. of various pins, 17,400 boxes of steel drawing pins, 1,600 pin bowls, 1,140 rolls plastic reinforcing tape, 15,610 reels of cotton tape, 2,520 tape dispensers, 120 cards of green ribbon, 5,784 rulers, 9,900 boxes of staples, 768 staple removers, 348 stamp dampers, 440 dozens of web straps, 3,000 date stamps, 1,349 pocket notebooks.

Copies of the bid documents are available from the New Zealand Senior Trade Commissioner, 1145 19th St. NW., Washington, D.C. 20036.

The tender number is 1826, and the bid deadline is noon, July 12. Bids should be submitted to the Government Printing Office, Private Bag, Wellington, New Zealand.

Group of Austrian firms seeks U.S. farm machinery

A group of Austrian firms are interested in buying U.S.-made farm machinery.

Equipment for increased mechanization of food harvesting, including pick-up cylinder choppers, hay harvesting equipment, roller crushers, high pressure balers, alfalfa driers, silage unloaders, bean and corn harvesting equipment, subsoil plows, and grain driers have good potential in the Austrian market.

A copy of the list of firms interested in buying and/or acting as agents for manufacturers of this type equipment is available from BDSA-6310-Room 4029, Department of Commerce, Washington, D.C. 20230.

Certain petroleum areas to be opened by Libya

The Government of Libya will open certain petroleum areas, including relinquished acreage in Libya, for bidding by all oil companies registered and represented in Libya.

All eligible companies are requested to bid on concession agreements. Interested firms may obtain application forms, specifications, conditions and maps of the blocks offered for bid from the office of the Petroleum Director, Ministry of Petroleum, Tripoli.

Concession agreements will not be signed with successful bidders unless each firm concerned provides proper evidence of its registration with the Libyan Ministry of National Economy as well as with the Chamber of Commerce.

Bid deadline is noon, July 29. All bids are to be placed in sealed envelopes in triplicate and must be in Arabic. References are to be made to "Application for Petroleum Concessions for the Year 1965."

Trinidad extends deadline for $5 million JFK College

The Government of Trinidad has extended the deadline for bids on construction of buildings for the proposed $5 million John F. Kennedy College of Arts and Sciences to July 13 (INTERNATIONAL COMMERCE, Jan 4, p. 48).

One set of bid documents is available for review only, not for loan, in Room 4014, Building Materials and Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C.

British Columbia to build two dam diversion tunnels

The British Columbia Hydro and Power Authority is inviting bids for excavating and construction of two 45-foot-diameter diversion tunnels for the Mica Dam Project (Contract CM-8), 92 miles north of Revelstoke on the Columbia River.

Deadline for submitting bids to the above Authority, Vancouver, B.C., is noon July 6 and the Reference No. is CQ-163 on Contract CM-8. The two tunnels, 3,000 feet and 3,300 feet long, are necessary to reroute the stream's flow and to permit construction in 1967 of the 645-foot high Mica Dam on a dry base.

The contract includes removal of 1,200,000 cubic yards of rock and another 200,000 cubic yards of overburden from the intake and outlet tunnel faces, and dumping material on east river bank, one mile downstream from damsite.

A test excavation study, made last fall, indicated metamorphic rock, considered excellent for tunneling purposes, and an estimated 120,000 cubic yards of concrete varying in thickness from two to four feet and strengthened by 3,500,000 pounds of reinforced steel will line the two diversion tunnels.

Work started last fall in clearing the east bank into which the tunnels will be excavated; this work will be completed this summer.

A contract is expected to be let in the near future for clearing the west bank of the river at the damsite.

Bidders must also submit their accompanying bid bond or certified check for $1 million (Canadian). Tender documents can be inspected at the Office of the Manager, Purchasing and Stores Division, British Columbia Hydro and Power Authority, 970 Burrard St., Vancouver 1, British Columbia, or are available from the Authority for $50 plus $2.50 B.C.S.S. tax for the first set and one-half of above prices for each additional set.

A copy of the B.C. Hydro news release is available to firms located in the United States from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

Government of Tanzania seeks bids on road work

The Government of Tanzania invites interested engineering contractors to submit their qualifications and/or bids on the estimated $1,250,000 Mkumbara-Kisangio road contract.

Qualifications should provide brief details of recent contracts including type, value, names and addresses of employers; communications are to be marked "Confidential" and Reference CW.C. 69679/2 and mail to Minister of Communications and Works, Dar Es Salaam, by July 9.

The 95-mile long road is in North East Tanzania on the Main Tanga-Korogwe-Moshi Road, and Mkumbara is approximately 98 miles from Tanga. The proposed work involves complete reconstruction of the existing road between Mkumbara and Kisangio and realigning the section between the same and Mkuamzi.

The road is to be light bitumen seal on the base of graded stone or chemically stabilized gravel.

Contract documents and drawings will be available in August. Interested civil engineering contractors experienced in executing road construction projects should **write:** Principal Secretary, Ministry of Communications and Works, P.O. Box 9144, Dar Es Salaam, Tanzania.

Bids requested in India for transmission line

The West Bengal State Electricity Board is inviting tenders for materials for a 400-kv. transmission line from Durgapur to Baraset.

The materials covered by Tender No. TD/400/I include the supply of 1,200 miles of steel core aluminum conductor, insulators and hardware with all accessories. Also included is the design, fabrication, testing, supply and erection of steel supporting structures.

Bids must be received by the West Bengal State Electricity Board, 1 Hastings Street, 7th Floor, Calcutta 1, India, no later than Aug. 10.

Tender documents are available from the West Bengal State Electricity Board. A set of specifications is available for review only, not for loan, in Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Southern Rhodesia to sell ivory, rhinoceros horns

The Department of National Parks and Wild Life Management, P.O. Box 8365, Causeway, Salisbury, Rhodesia, is offering the following for sale: 3,105 ivory tusks of various qualities, total weight 35,801 pounds; 33 rhinoceros horns; 244 warthog tusks; and 307 hippopotamus teeth.

Bid deadline is July 1. A copy of the tender notice and catalog of items is available to firms located in the United States from the Consumer Durables Division, Room 4418 BDSA-6270, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4387).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Commercial farm products

BELGIUM—New varieties of roses. Hippoliet Delforge (importer, wholesaler, grower), 17 Rozenlaan, Belsele Waas. WTD 5/4/65.

200 Food products

ENGLAND—Specialty foods, health foods, confectionery, biscuits, delicatessen items. Direct purchase and agency. Andutra, Ltd. (importers, sales agents), Victoria House, Southampton Row, London, W.C.1. WTD 3/29/65.

201 Meat products

HONG KONG—Frozen fryers (chickens). Hunter Corp., Ltd. (importer, exporter), Sixth Floor, Luk Hoi Tong Building, 31 Queen's Rd., Central, Hong Kong. WTD 4/13/65.

NETHERLANDS ANTILLES—Frozen poultry and chicken parts. Colon Supermarket, W. H. Jolley N.V. (importer, retailer, wholesaler, agent), Roodeweg, Curacao. WTD 4/23/64.

203 Canned, preserved food

ENGLAND—Canned meats, fruits, vegetables; also specialty food or similar products; direct purchase and agency. Cudahy Packing Co., Ltd. (sales agent), 101 St. John St., London, E.C.1. WTD 5/13/65.

204 Grain mill products

FINLAND—Feeds, all types; additives; related supplies. Requests full details, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki. WTD 1/13/65.

209 Food preparations

GERMANY—Finished food in powdered form. Direct purchase or agency, cif Rotterdam, Hamburg, Bremen. Beckerwerk Fulda, Robert Becker, Naehrmittelfabrik (manufacturer, wholesaler), 6411 Bronnzell/am Rhoenbad or 64 Fulda, P.O. Box 166. WTD 6/1/65.

MAURITIUS—Soybean oil mill products. The firm is very interested in refined bleached deodorized soybean oil packed in new or second hand steel drums of 40/45 gallons and would welcome lowest c.i.f. offers, inclusive of 1% commission; direct purchase and agency. M. H. Moosa & Son (importer, commission agent, manufacturers' representative), P.O. Box 82, 30 Louis Pasteur St., Port Louis. WTD 8/25/64.

221 Textile mill products

FINLAND—Textile products including fabrics, yarns, raw materials for textile mills. Requests full details, prices, terms. Otra Oy (importer, wholesaler), Bulevardi 10 A, Helsinki. WTD 2/3/65 (Kesko Oy, Satamakatu, Helsinki.

Fibers, fabrics, new materials only, for use in manufacturing men's trousers, women's slacks, sports jackets, camping wear. Requests descriptive literature, price lists. Virtain Vaate Oy (manufacturer, importer), Virrat. WTD 4/29/65.

222 Broad woven fabric, manmade fiber, silk

ENGLAND—Fiber glass curtain fabric widths 45″ and 48″, printed or dyed. Substantial quantities required. Also interested in closeouts of same materials. Simpson & Godlee, Ltd., 30 Princess St., Manchester 1. WTD 4/14/65.

225 Knitting mill products

BELGIUM—Tennis and other sports socks and gloves. Fedo p.v.b.a. (importer, exporter, wholesaler, retailer), 13 Osystraat, Antwerp. WTD 6/26/64.

TRUCIAL STATES—Hosiery, all types. Abdul Razaq H.M. Ali Badri (importer, retailer, wholesaler), P.O. Box 142, Dubai, Trucial States. WTD 5/5/65.

227 Floor covering

BAHRAIN—Carpets and rugs, all kind. Middle East Traders (importer, retailer, wholesaler), P.O. Box 311, Manama. WTD 12/16/64.

228 Yarn, thread

BELGIUM—Thread, yarn—quote cif Antwerp. P.V.B.A. ALLTEX (importer, commission merchant, sales agent), 13 O. Ponettestraat, Ronse. WTD 6/4/65.

KOREA—Acetate filament yarns. Direct purchase and agency. Heung Il Trading Co., Ltd. (importer, offer agent), Room 308 Bum-han Bldg., 40 Pukchang-dong, Choong-ku, Seoul. WTD 2/26/65.

229 Textile goods

UGANDA—Raw materials suitable for manufacture of braid, cord and shoe laces. No quantities specified. All prices C and F (carriage and forwarding) Mombasa, insurance will be arranged in Uganda. Mohomed Fidai, P.O. Box 30421, Kampala. WTD 6/3/65.

230 Apparel

DUBAI—Lingerie, haberdashery, ready-to-wear clothing of all kinds, hosiery, accessories. Abdul Razaq H.M. Ali Badri (importer, retailer, wholesaler), P.O. Box 142, Dubai, Trucial States. WTD 5/5/65.

231 Men's, youths', boys' suits, coats, overcoats

BAHRAIN—Men's, youths' and boys' suits, coats and overcoats. Gulf Store (importer, retailer, wholesaler), P.O. Box 416. WTD 4/17/65.

QATAR—Men's, youths', boys' suits, coats, and overcoats. Salam Studio & Stores (importer, wholesaler, retailer), P.O. Box 121, Doha, Qatar. WTD 5/17/65.

SAUDI ARABIA—Men's, youths', boys' suits, coats, overcoats, uniforms. Direct purchase and agency. Yacob Al Hamar (importer, retailer), P.O. Box 4, Alkhobar. WTD 5/17/65.

232 Men's, youths', boys' furnishings

BAHRAIN—Men's, youths' and boys' underwear. Men's, youths' and boys' furnishings, work clothing and allied garments. Gulf Store (importer, retailer, wholesaler), P.O. Box 416. WTD 4/7/65.

QATAR—Men's, youths', boys' furnishings, complete line, including underwear, neckwear, sports and work clothing, allied garments. Salam Studio & Stores (wholesaler, retailer, importer), P.O. Box 121, Doha, Qatar. WTD 5/17/65.

SAUDI ARABIA—Men's, youths', boys' furnishings, complete line, including underwear, neckwear, sports and work clothing, allied garments. Direct purchase and agency. Yacob Al Hamar (importer, retailer), P.O. Box 4, Alkhobar. WTD 5/17/65.

233 Women's, misses', juniors' outerwear

BAHRAIN—Blouses, waists, shirts, suits and skirts. Gulf Store (importer, retailer, wholesaler), P.O. Box 416. WTD 4/7/65.

QATAR—Women's dresses, suits, skirts, coats, similar outerwear and accessories. Salam Studio & Stores (wholesaler, retailer, importer), P.O. Box 121, Doha, Qatar. WTD 5/17/65.

SAUDI ARABIA—Women's, misses' and juniors' outerwear, complete line, including blouses, dresses, suits, skirts, coats, allied garments. Direct purchase and agency. Yacob Al Hamar (importer, retailer), P.O. Box 4, Alkhobar. WTD 5/17/65.

234 Women's, misses', children's, infants' under garments

BAHRAIN—Women's, misses', children's, infants' underwear cut and sewed from woven or knit fabric. Gattan Store (importer, retailer, wholesaler), P.O. Box 424, Bahrain, Arabian Gulf. WTD 4/6/65.

Women's, misses', children's, infant's underwear, nightwear, corsets and allied garments. Gulf Store (importer, retailer, wholesaler), P.O. Box 416. WTD 4/7/65.

QATAR—Women's and misses' underwear, nightwear, corsets and allied garments. Salam Studio & Stores (wholesaler, retailer, importer), P.O. Box 121, Doha, Qatar. WTD 5/17/65.

SAUDI ARABIA—Women's misses', children's, infants' undergarments, all types. Direct purchase and agency. Yacob Al Hamar (importer, retailer), P.O. Box 4, Alkhobar. WTD 5/17/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

236 Girls', children's, infants' outerwear

BAHRAIN—Girls', children's, infants' dresses, blouses and shirts, cut and sewed from woven or knit fabrics. Gattan Store (importer, retailer, wholesaler), P.O. Box 424, Bahrain, Arabian Gulf. WTD 4/6/65.

239 Fabricated textile products

BAHRAIN—Curtains and draperies. Middle East Traders (importer, retailer, wholesaler), P.O. Box 311, Manama. WTD 12/16/64.

Marine rigging, related products; request descriptive literature, price lists. Oy Vator Ab (manufacturers, exporters, importers, retailers), Etelaranta 10, P.O. Box 331, Helsinki. WTD 6/2/65.

242 Sawmill, planing mill products

JAPAN—Sugar pine or any other type of soft wood suitable for manufacturing picture frames; preferably from west coast supplier. Requests prices, cif Japan. Nippon Picture Frame Co., Ltd., c/o Jack Preager, 1934 NE 151 St., North Miami, Fla. WTD 4/20/64.

243 Millwork, veneer, plywood, prefabricated structural wood products

BELGIUM—Furniture, woods, wood and plastic panels, carpentry woods. Smeets & Co. p.v.b.a. (importer, wholesaler, retailer), Ieperstraat, Antwerpen. WTD 5/25/65.

ENGLAND—Hardwood or softwood plywood, wood laminates, blockboards, decorative and structural types. Direct purchase or agency. Nevill Long & Co. (Boards), Ltd., North Hyde Wharf, Southall, Middlesex. WTD 4/27/65.

251 Household furniture

● **SHAPE**—Supply of variable quantity (150 minimum to 500 maximum purchase in 12-month period) of single-bed mattresses, polyurethane foam, 198 cm. long, 79cm. wide, 10 cm. thick, water repellent cloth covers, snap-type closure. Bid No. 75-65, deadline July 8. Descriptive literature, photograph or drawing, samples of molded foam and cloth cover required. Headquarters Command, Purchasing & Contracting Office, Supreme Headquarters Allied Powers Europe, SHAPE, Paris, France.★ (Telephone: 202-WO 7-2923).

259 Furniture, fixtures

FINLAND—Household furnishings, utensils, related articles. Requests descriptive literature, prices, terms. Otra Oy (importer, wholesaler), Bulevardi 10 A, Helsinki. WTD 2/3/65 (Kesko Oy, Satamakatu 3, Helsinki).

264 Converted paper, paperboard products

★★ **THAILAND—Trade Mission**

Tissue, facial paper. Sampanthamitr Co., Ltd. (importer, exporter), 257 Rajawongse Rd., Bangkok. WTD 6/23/64. TM 60 B.

266 Building paper, boards

ENGLAND—Insulating boards, building boards, decorative and structural. Direct purchase or agency. Nevill Long & Leo (Boards), Ltd., North Hyde Wharf, Southall, Mdx. WTD 4/27/65.

272 Periodicals

PAKISTAN—Magazines, all kinds. Publishers United, Ltd. (manufacturer), 176 Anarkali, Lahore, West. WTD 5/28/65.

273 Books

ENGLAND—Antiquarian books, important modern reference books, important reprints. C. Richardson (Booksellers), Ltd. (importers, exporters), 26 Charing Cross Rd., London, W.C.2. WTD 5/6/65.

Books, pamphlets, magazines on railroads and railroading. Leonard Clyde (sales agent, exporting bookseller), The Mount, Ewell, Surrey. WTD 5/10/65.

PAKISTAN—Books, trade, adult, juvenile. Qualsell Photographic Dealers (importing distributor), 42B The Mall, Lahore, West. WTD 5/28/65.

Technical, professional, trade, adult, juvenile, comic, book club. Publishers United, Ltd. (manufacturer), 176 Anarkali, Lahore, West. WTD 5/28/65.

274 Publishing items

PAKISTAN—Globes, charts and maps. Publishers United, Ltd. (manufacturer), 176 Anarkali, Lahore, West. WTD 5/28/65.

277 Greeting cards

THAILAND—Colored postcards. Pian Karnchanapoo, PVC Yong Vatana Co., Ltd. (importer, wholesaler), 163-165 Rajawongse Rd., Bangkok. WTD 5/10/65.

281 Industrial chemicals

BRAZIL—Industrial chemicals in general; wholesaler requests replies with price quotations c.i.f. Rio de Janeiro and catalogs. Fonte Empresa Comercial e Industrial de Materias Primas S.A. (wholesaler), Rua do Carmo 6, 7° andar, Rio de Janeiro, ZC-00. WTD 6/1/65.

Industrial chemicals for the manufacture of glass; importer desires to act as representative. Price quotations c.i.f. Rio de Janeiro. Catalogs. Stimpex Sociedade Internacional de Importacao e Exportacao Ltda., Rua do Carmo 6, 13° andar, sala 1301, Rio de Janeiro ZC-00. WTD 6/2/65.

FRANCE—Metaldehyde of "technical quality," in powder form. Price quotations, c.i.f French port, and possible date of delivery for sample shipment of 5 or 10 metric tons of product requested; requests replies in French. Laboratoires Tolosan (producer, wholesaler), Castanet-Tolosan, Haute-Garonne. WTD 5/28/65.

● **GREECE**—Supply of 200 metric tons of anti-freeze, ethylene glycol base, conforming to technical conditions of American specification OE 771/a type 1 packed in 55 gallon drums. Tender No. B/371/1965, bid deadline June 30. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2067).

KOREA—Dyestuff intermediates. Direct purchase and agency. Heung Il Trading Co., Ltd.

(importer, distributor), International P.O. Box 1318, Seoul. WTD 2/26/65.

282 Synthetic material

BELGIUM—Man-made fibers and yarns. SOREDECO N.V. (importer, exporter, sales agent), 4 Karel Oomsstraat, Antwerp. WTD 6/2/65.

283 Drugs

BAHRAIN—Medicinal chemicals and pharmaceutical products, including bacterial and virus vaccines, toxoids and analgous products and pharmaceutical preparations for the medical profession and the public. Bahrain Pharmacy and General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 56. WTD 4/6/65.

BELGIUM—Raw materials used in pharmaceutical industry. SOREDECO N.V. (importer, exporter, sales agent), 4 Karel Oomsstraat, Antwerp. WTD 6/4/65.

BRAZIL—Biological products and medicinal chemicals; wholesaler desires to act as distributor or representative. Price quotations c.i.f. Rio de Janeiro and f.o.b., catalogs and literature. Panimport S.A. Importacao e Exportacao (wholesaler, representative), Rua Joaquim Silva 56, 2° andar, Rio de Janeiro, ZC-06. WTD 5/27/65.

Medicinal chemicals in general; wholesaler requests replies with price quotations c.i.f. Rio de Janeiro and catalogs. Fonte Empresa Comercial e Industrial de Materias Primas S.A., Rua do Carmo 6, 7° andar, Rio de Janeiro ZC-00. WTD 6/1/65.

GERMANY—Serpentaria root, agaric, cotton root bark, Californian damiana leaves, rhus aromatique bark, Virginian witch hazel leaves and bark. Caesar & Loretz GmbH. (importer, wholesaler), Eiffestrasse 426, Hamburg 26. WTD 6/3/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

PAKISTAN—Drugs, medicines, proprietary and general. Shifa Medico (importing distributor), 30/B Shahalam Market, Lahore, West. WTD 5/28/65.

Blood derivatives. Shifa Medico (importing distributor), 30/B Shahalam Market, Lahore, West. WTD 5/28/65.

284 Soap, detergent, cleaning preparations, cosmetics

BAHRAIN—Household and institutional facilities disinfectants, deodorants, insecticides and similar sanitation preparations.

Cosmetics, perfumes, shampoos, shaving products and similar toilet preparations. Bahrain Pharmacy and General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 56. WTD 4/6/65.

Perfumes, cosmetics and other toilet preparations. Gulf Store (importer, retailer, wholesaler), P.O. Box 416. WTD 4/7/65.

BRAZIL—Cosmetics and toilet preparations; manufacturer and dealer desires to act as manufacturer's representative. Rinder Industria e Comercio S.A. Rua Haddock Lobo 30, Rio de Janeiro ZC-10. WTD 6/3/65.

GERMANY—Special aerosol products for automobiles; cif German port. Aerosol Chemie GmbH. (manufacturer, importer, exporter, wholesaler), 62 Wiesbaden, Burgstrasse 1.

PAKISTAN—Hair dyes, toiletries, all kind. Shifa Medico (importing distributor), 30/B Shahalam Market, Lahore, West. WTD 5/28/65.

QATAR—Perfumes, cosmetics, other toilet preparations. Salam Studio & Stores (wholesaler, retailer, importer), P.O. Box 121, Doha, Qatar. WTD 5/17/65.

SAUDI ARABIA—Perfumes, cosmetics and other toilet preparations; direct purchase and agency. Yacob Al Hamar (importer, retailer), P.O. Box 4, Alkhobar. WTD 5/17/65.

★★ THAILAND—Trade Mission

Full line of cosmetics and toothpaste. Sampanthamitr Co., Ltd. (importer, exporter), 257 Rajawongse Rd., Bangkok. WTD 6/23/64. TM 60.

Wide variety of raw materials for making cosmetics. Mana Sriratanasomboon (importer, wholesaler, retailer), Sriratana R.O.P., 536 Siphya Rd., Bangkok. WTD 5/26/65.

TRUCIAL STATES—Perfumes, cosmetics, toilet preparations. Abdul Razaq H.M. Ali Badri (importer, retailer, wholesaler), P.O. Box 142, Dubai, Trucial States. WTD 5/5/65.

285 Paints, varnishes, lacquers, enamels

FINLAND—Marine paints, related products; request descriptive literature, price lists. Oy Vator Ab (manufacturer, exporter, importer, retailer), Etelaranta 10, P.O. Box 331, Helsinki. WTD 6/2/65.

★★ IRAQ—Trade Mission

Paint for exterior and interior use. Ibrahim Khallil Al Khudairy (importer), P.O. Box 72, Basra. WTD 5/23/65. TM 135.

287 Agricultural chemicals

BRAZIL—Chemicals for preparation of fertilizers; and agricultural pest control chemicals in general; desires to act as representative. Price quotations c.i.f. Rio de Janeiro. Catalogs. Stimpex Sociedade Internacional de Importacao e Exportacao Ltda. (wholesaler, retailer, agent), Rua do Carmo 6, 13° andar, sala 1301, Rio de Janeiro ZC-00. WTD 6/2/65.

289 Chemical products

JAPAN—All kinds of chemicals for automobile maintenance, such as chemicals for removing rust, for bonding screws, for preventing sticking of fasteners, for use at automobile repair shops. Requests catalog, sample, price. Direct purchase and agency. Harada Sangyo Kaisha, Ltd. (importer-exporter), 9 Andojibashi-dori 3-chome, Minami Ku, Osaka. WTD 12/19/63.

Bleaching fluorescent dyestuff for laundry use. Harada Sangyo Kaisha, Ltd., Tokyo Branch (importer, exporter, wholesaler), 1600, 7 New Tokyo Kaijo Bldg., 6 Marunouchi 1-chome, Chiyoda-ku, Tokyo. WTD 12/19/63.

301 Tires, inner tubes

QATAR—Rubber tubes and tires for passenger and commercial cars. Middle East Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 143, Doha. WTD 5/5/65.

302 Rubber footwear

BELGIUM—Basketball shoes; c.i.f. Antwerp. Fedo, p.v.b.a. (importer, wholesaler, exporter, retailer), 13 Osystraat, Antwerp. WTD 6/26/64.

306 Fabricated rubber products

JAPAN—Rubber floor tile; rubber flooring, tile. Direct purchase and agency. Yohshin Co., Ltd. (importer-exporter), 3 Yariya-machi 2-chome, Higashi Ku, Osaka. WTD in preparation.

307 Plastics products

FRANCE—Shrinkable tubing and molded pieces in neoprene and Teflon, for electrical purposes. Direct purchase and agency. Eljika (manufacturer, wholesaler, importer, agent), 14 rue Barbes, Levallois-Perret, Seine. WTD 5/16/65.

JAPAN—High quality vinyl floor tile. Direct purchase and agency. Yohshin Co., Ltd. (importer-exporter), 3 Yariya-machi 2-chome, Higashi Ku, Osaka. WTD in preparation.

314 Footwear

TRUCIAL STATES—"Desert Boots" for men and children. Abdul Razaq H.M. Ali Badri (importer, retailer, wholesaler), P.O. Box 142, Dubai, Trucial States. WTD 5/5/65.

322 Glass, glassware

NETHERLANDS—Christmas decorations and related articles, especially novelties. Cif quotations and descriptive literature requested. Company only interested in American made products (exporters of products from Japan, Hong Kong and Singapore need not refer). Firma H.A.J. Kaemingk (manufacturer, importer), 5-7 Hogestraat (or P.O. Box 7), Aalten. WTD 3/23/65.

325 Structural clay products

BAHRAIN—Decorative ceramic floor and wall tiles. Middle East Traders (importer, retailer, wholesaler), P.O. Box 311, Manama. WTD 12/16/64.

326 Pottery, related products

BAHRAIN—China bathroom, table, kitchen accessories. Decorative items. Middle East Traders (importer, retailer, wholesaler), P.O. Box 311, Manama. WTD 12/16/64.

329 Abrasive products

● **IRAQ**—Red flint coated paper suitable for heel scouring machine; 20 m. long by 40 mm. wide coils—1200 coils, grade 24, and 400 coils, grade 100. Tender No. 65/PROD/2/2, bid deadline July 13. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained free of charge from Military Attache, Embassy of Iraq, 3510 Garfield St., Washington, D.C.

331 Steel mill products

ITALY—Tinplate for use in the local canning industry. Direct purchase and agency. Requests correspondence in Italian. Carlo Ogliani (wholesaler), Via S. Cosmo a Porta Nolana 99, Napoli. WTD 5/24/65.

PAKISTAN—Stainless steel for use in manufacture of surgical instruments. Fazal Surgical Works (Registered) (manufacturer), 741 Puran Nagar, Sialkot 1, West. WTD 5/28/65.

VIET-NAM—Full line of steel mill products, including galvanized tubes; steel, brass, copper tubes; iron galvanized sheets; corrugated and galvanized sheets; zinc, brass, copper sheets; round iron, angle iron, wire. Requests catalogues, price lists. Direct purchase and agency. Societe Indo-Comptoirs (importer, wholesaler, retailer, manufacturer, indent agent), 130 Tran Hung Dao, Saigon. WTD 3/20/65.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—Supply of copperweld wire or copper ply or copper covered steel wire, 40 percent conductivity, .128″ dia. No. 8 AWG (800,000 lbs.), .104″ dia. No. 10 AWG (300,000 lbs.), .08″ dia. No. 12 AWG (60,000 lbs.); nico press sleeves, for 8 AWG (25,000), for 10 AWG (15,000), for 12 AWG (4,000), for 14 AWG (4,000); dead end sleeves for 8 AWG (9,000), for 10 AWG (5,000), for 12 AWG (1,500), for 14 AWG (1,000); nico press tool for Nos. 8, 10, 12, and 14 AWG (50). Tender No. 537/EL (64-65) (G), bid deadline July 7. Division Manager, Electrical Stores Corp. No. (17) Division, People's Stores Corp. Rangoon.★ (Telephone: 202-WO 7-2162).

● **CEYLON**—Supply of copper ingots, 99.50%, tough pitch copper to B.S.S. 140/1952 (12½ long tons), block tin ingots to B.S.S. 3252/1960—T 3 (12 long tons). Bid deadline August 18. The Chairman, Tender Board, Ministry of Communications, 4th Floor, Ceylinco House, Colombo 1.★ (Telephone: 202-WO 7-2162).

FRANCE—Coaxial cables (television); importing wholesaler and distributor requests offers with price quotations for direct purchase of large quantities of this material. Requests replies in French. Societe d'Etudes et de Representations en Materiel Electrique Sermes, 11, boulevard du President Wilson, Strasbourg, Bas-Rhin. WTD 1/15/65.

Insulated wire and cable. Direct purchase and agency. Electrerard S.A. (importer, wholesaler), 31 rue du Pot de Fer, Orleans, Loiret. WTD 4/30/65.

● **INDIA**—Supply of copper round 20 mm (¾″) in standard length of 3.0 meters to IS-288-1960 (7,276 lbs.). Tender No. P/SR-5/303/25/006, bid deadline July 28. Director General of Supplies & Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents available for non-refundable fee of $1.25 to India Supply Mission (Ref. D/ENQ/1759), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 80 quintals zinc sheets plain 8′ x 3′ x 12 SWG grade-3 conforming to IS2258/62. Tender No. SR-5/504/25/023, bid deadline 1 p.m. July 23. Director General of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents available for $1.25 (in advance) from India Supply Mission, (Reference No. ISM D/ENQ/1748), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● Supply of annealed copper tubes seamless ⅜″ dia. O/S x 16 SWG in length of 2.5 meters and up to I.R.S.S. W-1-57. (8,599 lbs.). Tender No. P/SR-5/503/25/005, bid deadline June 30. Director General of Supplies & Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents may be obtained for non-refundable fee of $1.25 to India Supply Mission (Ref. D/ENQ/1711), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **IRAQ**—Supply of brass cups (33,075 lbs.), gilding metal cups (15,435 lbs.), lead rod (55,125 lbs.), N.C. powder (6,615 lbs.), and percussion cups (3,000,000 pcs). Tender No. 65/PROD/1/2, bid deadline July 3. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2162).

● Supply of wire slugging H 14 x 21 (4,410 lbs.), wire lasting 1.05 x 0.65 coppered for welt stapling (22,050 lbs.), wire screwing brass 2.2 mm (8,820 lbs.). Tender No. 65/PROD/2/4, bid deadline July 13. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained free of charge from Military Attache, Iraqi Embassy, Washington, D.C.

● Supply of underground cables, 3 core paper insulated lead covered lapped with two compounded tapes, 0.2 sq. in. (4,366 yds.), 0.06 sq. in. (17,504 yds.); straight through lead sleeve type U/G cable joint boxes (60); 7/.104 hard-drawn stranded copper wire supplied in drums of one ton each (44,100 lbs.); tubular swaged steel poles of various dimensions (220); pin type insulators of various specification (2,000); disc type strain insulators (100); galvanized mild steel eye bolts with suitable nut and washers of various dimensions (100); galvanized stay wire, stranded type 7 strands 12 SWG per strand (1,094 yds.); and other electrical distribution materials. Tender No. 94/35, bid deadline July 8. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2162).

342 Cutlery, hand tools, general hardware

AUSTRALIA—Circular saw blanks from 6″ to 72″ in diameter. J. M. Avon & Co. (manufacturer), 39 Alfred St., Fortitude Valley, Brisbane, Queensland. WTD 6/1/65.

BELGIUM—Hardware and household items usually sold in hardware retail stores. SCHEEPERS-COENEGRACHTS N.V. (importer, wholesaler), 25 Statielaan, Tongeren. WTD 6/3/65.

CYPRUS—Tools—tire changing, plumbers', masons', hot line, heavy forged, hand, automotive & blacksmiths. Seeks to act as exclusive agent, importer and distributor. Theodore S. Ioannides (manufacturers' representative, importer, wholesaler), 133 Tricouppi St., Nicosia. WTD 5/27/65.

FINLAND—Marine hardware, related products; request descriptive literature, price lists. Oy Vator Ab (manufacturer, exporter, importer, retailer), Etelaranta 10, P.O. Box 331, Helsinki. WTD 6/2/65.

★★ **THAILAND—Trade Mission**

Furniture hardware or small tools. Bangkok Novelty Co., Ltd. (importer), P.O. Box 352, Bangkok. WTD 8/4/64. TM 56.

344 Fabricated structural metal products

BAHRAIN—Spiral staircase, metal, for installation in new showroom. Also, decorative doors, windows, fixtures and other building materials for use by firm's construction subsidiary. Middle East Traders (importer, retailer, wholesaler), P.O. Box 311, Manama. WTD 12/16/64.

● **IRAQ**—60,000 empty propane gas cylinders of approximately 11 kg. capacity (13 kg. of Butane). Tender No. GAS/2/65, bid deadline July 15. Terms and specifications available from Gas Distribution Administration, Baghdad, for $2.80 per copy, plus air mail postage. Bidding documents with drawings may be reviewed in Containers and Packaging Division, BDSA, Room 4015, Department of Commerce, Washington, D.C. 20230.

● 20,000 empty propane gas cylinders of 2 kg. capacity. Tender No. GAS/1/65, bid deadline July 5. Terms and specifications available from Gas Distribution Administration, Baghdad, for $2.80 per copy, plus air mail postage. Bidding documents with drawings may be reviewed in Containers and Packaging Division, BDSA, Room 4015, Department of Commerce, Washington, D.C. 20230.

JAPAN—Sliding aluminum windows and doors. Requests replies with literature and prices; direct purchase and agency. Tokai Electrical Installation Co., Ltd. (contractor), 30, 5-chome, Iwai-dori, Naka-ku, Nagoya. WTD 6/1/65.

346 Metal stampings

FINLAND—Kitchen and general household utensils; related articles. Requests descriptive literature, prices, terms. Otra Oy (importer, wholesaler), Bulevardi 10A, Helsinki. WTD 2/3/65 (Kesko Oy, Satamakatu 3, Helsinki).

348 Fabricated wire products

UGANDA—Wire for use in manufacturing staples (for paper stapling machines)—Size of wire B.W.G. 24; gem clips—size of wire #20-#22; pins—size of wire B.W.G. #22-#23; hair pins—size of wire B.W.G. #19-#21. No quantities specified. All prices C and F (carriage & forwarding) Mombasa, insurance arranged Uganda. Mohomed Fidai (commission merchant, manufacturers representative), P.O. Box 30421, Kampala. WTD 6/3/65.

351 Engines, turbines

BRAZIL—Two used hydraulic turbines equipped with hydraulic speed regulators; two used generator sets equipped with control panel and automatic voltage regulators; one used back-pressure steam turbine for a sugar plant; agent requests price quotations c.i.f. Rio de Janeiro; direct purchase and agency. Sociedade Mercantil Pulmax Representacoes Ltda., Rua Sacadura Cabral 230, Rio de Janeiro ZC-05. WTD 6/3/65.

352 Farm machinery

FRANCE—Power-driven cultivators; lawn mowers, small tractors. M.A.M.—Machines Agricoles Modernes (importer, dealer), 4 avenue Carnot, Paris 17e. WTD 3/10/65.

Hedge trimmers; soil tillers. Direct purchase and agency. Mr. Figliomene (dealer), 7 rue Pierre Haret, Paris 9e. WTD 3/12/65.

★★ **THAILAND—Trade Mission**

Wide variety of machinery used for agricultural and irrigation purposes. Bangkok Novelty Co. Ltd. (importer), P.O. Box 352, Bangkok. WTD 8/4/64. TM 56 A.

353 Construction machinery

AUSTRALIA—Earthmoving equipment (new and used), covering the road building, dam construction, mining and quarrying fields.

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James M. Daly Pty., Ltd. (retailer), P.O. Box 171, Parramatta, N.S.W. WTD 2/4/65.

● **CEYLON**—Three mobile type cranes, full circle slewing, diesel powered, mechanical or hydraulic operated capacity 2-ton lift at 20-ft. radius. Extra accessories, attachments and spare parts requirement for 2 years operation under tropical climate conditions in Ceylon. Bid deadline July 5. Chairman, Tender Board, Ministry of Industries and Fisheries, 48 Siri Jinaratna Rd., Colombo 2. Copies of tender can be obtained on written application, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

● **INDIA**—One mobile carrier mounted crane 45-50 ton lift capacity, diesel or diesel electric power. Spare parts for 5,000 operating hours. Tender No. SR-6/224/26/010, bid deadline June 30. The Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi-1. Documents available from India Supply Mission (Ref. D/ENQ/1753), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for $2.10, not refundable.

● **NEW ZEALAND**—One horizontal type earth-boring auger for 36″ diameter steel or concrete pipe up to a length of 130 ft., diesel powered. Tender No. NZR. 65/571, bid deadline July 7. Comptroller of Stores Officer, Private Bag, Wellington, C.1. Copies of this specification available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036.

PAKISTAN—Concrete mixers, portable and stationary, 4 cu. ft. and over. Requests quotations c&f Karachi. Direct purchase and agency. Ansa Corp. (importer, agent), 26 North Napier Rd., Karachi 2. WTD in preparation.

Road rollers up to 10 tons, 3-wheeled, vibrators, concrete mixers, graders, scrapers. Standard Engineering Co. (importing distributor), Gardee Trust Bldg., Thornton Rd., Lahore, West. WTD 5/28/65.

354 Metalworking machinery

CYPRUS—Tools—holder, automatic machine, metal working, body, fender repair, electric, hydraulic or pneumatic, automotive maintenance, hand, power driven, home workshops, welding torches, special design, metal working. Seeks to act as exclusive agent, importer and distributor. Theodore S. Ioannides (manufacturers' representative, importer, wholesaler, retailer), 133 Tricouppi St., Nicosia. WTD 5/27/65.

ENGLAND—Electric hand tools, accessories such as kits for home use, drills, saws, lathes, with universal motors a.c./d.c. 240 volts, double insulated, in popular price range. Box TO-170, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

● **IRAQ**—Various quantities of slitting saws; end mill, angle, side and face, and gear cutters; diamond cutting, and wheel dresser tools; Tender No. 65/PROD/1/3, bid deadline July 3. Various quantities of twist drills, hacksaw blades, files, and grinding wheels; Tender No. 65/PROD/3/3, bid deadline July 6. Forty-eight milling cutters, and three grinding stones; Tender No. 65/PROD/4/15, bid deadline July 20. Various types of cutting dies for dry cell battery production; Tender No. 65/PROD/4/9, bid deadline July 20. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained free of charge from Military Attache, Embassy of Iraq, 3510 Garfield St., Washington, D.C.

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PAKISTAN—Presses, lathes, capstans, grinders, radial and boring drills; machine tool parts except house workshop; electric power 440 volts a.c. 50-cycle, 3-phase. Standard Engineering Co. (importing distributor), Gardee Trust Bldg., Thornton Rd., Lahore, West. WTD 5/28/65.

355 Special industry machinery

AUSTRALIA—Boot, shoe making and repairing machinery; direct purchase and agency. The Standard Engineering Co., Ltd. (importer, manufacturer), 247 Johnston St., Abbotsford, N.9, Victoria. WTD 3/12/65.

Machinery for welding flexible plastic extrusions such as refrigerator door gaskets. Samples available on loan from the Trade Opportunity Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. K Weld Plastics Pty., Ltd. (fabricator), 22 Boorea Ave., Lakemba, N.S.W. WTD 5/24/65.

● One tracer 7.62 mm. multi-station bullet filling and assembling machine. Tender No. TVM 251/1/7, bid deadline Sept. 7. The Secretary, Contract Board, Chancery House, 485 Bourke St., Melbourne.★ (Telephone: 202-WO 7-5589).

AUSTRIA—Special machinery needed for manufacture of transistors. Philips Ges.m.b.H. (manufacturer), 140 Ebentalerstrasse, Klagenfurt/Carinthia.

BRAZIL—Sugar plant equipment; agent requests price quotations c.i.f. Rio de Janeiro, catalogs and literature; direct purchase and agency. Sociedade Mercantil Pulmax Representacoes Ltda., Rua Sacadura Cabral 230, Rio de Janeiro ZC-05. WTD 6/3/65.

COSTA RICA—Confectionery machinery and equipment, by types, makes, to manufacture approximately 1,000 pounds of chocolate candies per hour. Process would begin with the dried cocoa beans. In this connection, technical assistance desired with regard to recommended plant layout and space requirements. Proyectos Industriales, Ltda. (manufacturer), P.O. Box 420, San Jose. WTD 6/1/65.

FINLAND—Plastics manufacturing machinery, equipment, related supplies. Requests full details, brochures, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki. WTD 1/13/65.

FRANCE—Carton-forming and box-making machines, automatic or semi-automatic, and related equipment suitable for utilization by manufacturers of pasteboard containers and packaging material for ice creams and fresh cheeses. Potential direct importers and selling agent. S.A.I.C.A. (Societe Anonyme pour l'Industrie du Cartonnage), Rue Montesquieu, Bergerac, Dordogne. WTD 6/4/65.

Small offset presses, reproduction cameras, small folding machines. Direct purchase and agency. Ateliers Bariquand & Marre S.A. (manufacturer, dealer, importer, agent), 79 avenue Aristide Briand, Arcueil, Seine. WTD 3/12/65.

Chain-driven saws, for woodworking purposes. Direct purchase and agency. Mr. Figliomene (dealer), 7 rue Pierre Haret, Paris 9e. WTD 3/12/65.

MOROCCO—Turn-key installation for manufacture of plastic coated fabrics. Would consider partnership for production regarding local market. It is also anticipated that such factory will undertake fabrication later for Common Market requirements. Complete set-up of plant with starting operations. Quotations Casablanca. Omnium Africain d'Echanges Internationaux (importer), 80, Avenue Lalla Yacoute, Casablanca. WTD 12/16/64.

THAILAND—Plant for production of PVC resins with a capacity of approximately 2,000 M ton per month. Pian Karnchanapoo, PVC Yong Vatana Co., Ltd. (importer, wholesaler), 163-165 Rajawongse Rd., Bangkok. WTD 5/10/65.

● **UAR**—Supply and erection of 4,000-ton per year floor tile plant, and extension of refractory plant from 10,000 tons to 16,000 tons per year capacity. Tender No. 204-24-2, bid deadline Aug. 1. The General Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-5589).

UGANDA—Quotations, giving complete technical data, specifications, prices and delivery dates, required for following machines. Probable requirement one of each type in the first instance. All prices C and F (carriage and forwarding) Mombasa, insurance arranged in Uganda. Paper staple making machine. Electric, automatically operated. Complete with motor, switch and standard accessories. Size of wire B.W.G. 24; capacity 250 pieces per minute, approximately; required power half horsepower. Accessories required: 1 set—motor and switch; wire straighteners; wire cutting dies; wire bending (forming) die; tools; foundation bolts.

Gem clip making machine. Electric automatically operated, complete with motor, switch and standard accessories. Size of Wire: #20-#22; capacity: 120-180 pieces per minute; required power: half horsepower. Accessories required: 1 set of—motor and switch; reel and reel stand; cutting dies; bending dies; handle and tools; foundation bolts.

Paper pin making machine. Electric, automatically operated, complete with motor, switch and standard accessories. Size of wire: B.W.G. #22-#23; length of pin: three quarters of an inch to half an inch; capacity: 300 pieces per minute approximately; required power: one horsepower. Accessories required: 1 set of—motor and switch; reel and reel stand; cutting dies; heading dies; grinding stone; straightening rod; tools; foundation bolts.

Tape working machine (eyelets). Electric, automatically operated, complete with motor, switch and standard accessories. Two types of machine required, light and heavy. (a) Specification for light machine is: pressure: 3 tons; stroke of ram: one and one half inches; capacity: 120 pieces per minute; required power: half horsepower; (b) Specification for heavy machine is: pressure: 5 tons; stroke of ram: one inch; capacity: 120-180 pieces per minute. Accessories required: one set for each machine of: motor and switch; hoop reel stand; tools; foundation bolts; eyelet dies.

Hair pin making machine. Electric, automatically operated, complete with motor, switch and standard accessories. Wire gauge: B.W.G. #21-#19; size of products: 40-60

m/m; max. output/8 hours: 120,000 approx; power required: 1 horsepower. Standard accessories—1 set of each.

Braiding machine (for manufacture of cord and shoe laces). Fully automatic, electrically operated, complete with motor, switch and standard accessories. Number of spindles: 48; machine size: length 914 m/m, width 889 m/m and height 914 m/m; pulley: 165 dia x 41 width; 130-180 r.p.m.; size of bobbins: 30 x 93 m/m; production capacity: 8.5-30 m/m, 28-100 feet per hour. One set of accessories required.

Also machinery and accessories for making paper staple, automatic, electric, complete with standard accessories for B.W.G. 24 size wire; capacity approximately 250 pieces per minute; ½ horsepower; 1 set—motor and switch; wire straighteners; wire cutting die; wire bending (forming) die; tools; foundation bolts; paper clip making machine, automatic electric, complete with motor, switch, standard accessories; using wire size #20-22; capacity 120-180 pieces per minute; ½ h.p.; with 1 set of motor and switch; reel, reel stand, cutting, bending dies; handle and tools; foundation bolts as accessories; pin making machine, same as above, using B.W.G. #22-23 size wire; pin ¾-½ inch in length; capacity approximately 300 pieces per minute; ½ h.p. with 1 set of motor, switch; reel, reel stand; cutting and heading dies; grinding stone; straightening rod; tools; foundation bolts as accessories; tape working machine (eyelets); automatic electric, complete with motor switch and standard accessories; two types machine required, light and heavy; specification for light machine: ½ h.p.; 3-ton pressure; stroke of ram: 1½ inches; capacity 120 pieces per minute; for heavy machine: 5 ton pressure; stroke of ram: 1 inch; capacity 120-180 pieces per minute; accessories required: one set of following for each machine: motor, switch; hoop reel stand; tools; foundation bolts; eyelet die.

Hair pin making machine, automatic electric, complete with motor, switch and standard accessories; wire gauge: B.W.G. #21-19; size of product: 40-60 m/m; max. output 8 hours: 120,000 approx.; required power: 1 h.p.; standard accessories 1 set of each; braiding machine (for manufacture of cord and shoe laces); fully automatic, electrically operated, complete with motor, switch and standard accessories; number of spindles: 48; machine size: length 914 m/m, width 889 m/m and height 914 m/m pulley: 165 dia x 41 width; 130-180 r.p.m.; size of bobbins: 30 x 93 m/m; production capacity: 8.5-30 m/m, 28-100 feet per hour: one set of accessories required.

Mohamed Fidai, (commission merchant, manufacturers representative), P.O. Box 30421, Kampala. WTD 6/3/65.

356 General industrial machinery

BELGIUM—Packaging equipment for industrial use, all kinds. SOREDECO N.V. (importer, exporter, wholesaler), 4 Karel Oomsstraat, Antwerp. WTD 6/4/65.

BRAZIL—Industrial machinery and equipment in general; agent requests price quotations CIF Rio de Janeiro, catalogs and literature; direct purchase and agency. Sociedade Mercantil Pulmax Representacoes Ltda., Rua Sacadura Cabral 230, Rio de Janeiro ZC-05, WTD 6/3/65.

FINLAND—Fire fighting equipment; especially interested in items such as nozzles and couplings for suction hoses. Request descriptive literature, prices, terms. Direct purchase or agency. E. Virta & Co. (importer, manufacturer, agents), Linnankatu 3, Turku. WTD 5/28/65.

FRANCE—Air purification and dust collection equipment (exhaust and ventilating fans); pumps and pumping equipment for industrial use. Direct purchase and agency. Electrerard S.A. (importer, wholesaler), 31 rue du Pot de Fer, Orleans, Loiret. WTD 4/30/65.

Super-heated water generators. Generale Thermique (manufacturer, dealer), 9 rue Marceau, Le Pre-St.-Gervais, Seine. WTD 3/16/65.

JAPAN—Concrete products plant equipment. Requests replies with catalogues and prices. Tokai Electrical Installation Co., Ltd. (contractor), 30, 5-chome, Iwai-dori, Naka-ku, Nagoya WTD 6/1/65.

PAKISTAN—Air compressors, ammonia, 7 x 7, 9 x 9. Standard Engineering Co. (importing distributor), Gardee Trust Bldg., Thornton Rd., Lahore, West. WTD 5/28/65.

357 Office, computing, accounting machines

BELGIUM—Baby scales. Antoine Lamoral, p.v.b.a. (importer, wholesaler), 535 Torhoutsesteenweg, Sint Michiels Brugge. WTD 5/26/65.

FRANCE—Small computers, up to $40,000; electronic accounting machines. Direct purchase and agency. Ateliers Bariquand & Marre (manufacturer, dealer, importer, agent), 79 avenue Aristide Briand, Arcueil, Seine. WTD 3/12/65.

358 Service industry machines

CYPRUS—Grease guns and pumps. Seeks to act as exclusive agent, importer and distributor. Theodore S. Ioannides (manufacturers' representative, importer, wholesaler, retailer), 133 Tricouppi St., Nicosia. WTD 5/27/65.

FRANCE—Self-service cleaning and laundry equipment. Proconfort (importer, agent, dealer), 24 rue Denfert Rochereau, Boulogne, Seine. WTD 3/15/65.

Coin-operated vending machines for all kinds of merchandise, such as confectionery, toiletries and notions, stationery supplies, books, toys and games, sanitary napkins, laundromat supplies, sandwiches and beverages. Direct purchase and agency. Ets J. Viriot & Cie (manufacturer, dealer), 50 Cours Balguerie Stuttenberg, Bordeaux, Gironde. WTD 4/29/65.

Air conditioning units, domestic and industrial; floor polishers. Direct purchase and agency. Electrerard S.A. (importer, wholesaler), 31 rue du Pot de Fer, Orleans, Loiret. WTD 4/30/65.

●**IRAQ**—Supply of 120 window air conditioners, not less than 15,000 BTU's per hour capacity. Tender No. 100/65, bid deadline July 1. Iraqi Ports Administration, Basra.★ (Telephone: 202 WO 7-5589)

PAKISTAN—Air conditioners, packaged room type, 1-2 ton domestic and 3-5 ton commercial, for current of 220 v, 50 cycles, single-phase. Standard Engineering Co. (importing distributor), Gardee Trust Bldg., Thornton Rd., Lahore, West. WTD 5/28/65.

361 Electric transmission, distribution equipment

FRANCE—Circuit breakers; high or low-voltage apparatuses. Direct purchase and agency. Electrerard S.A. (importer, wholesaler), 31 rue du Pot de Fer, Orleans, Loiret. WTD 4/30/65.

●**NEW ZEALAND**—Supply of one-20 mv.-a. 66/33 kv. transformer bank and spare unit for Motupipi substation. Tender No. 463, bid deadline Aug. 3. The Secretary, Tenders Committee, New Zealand Electricity Department, Wellington.★ (Telephone: 202-WO 7-4242).

● **NICARAGUA**—Supply of all material and electrical equipment, excluding transformers, for two National Power and Light Co. substations. Tender Nos. 22 and 41, bid deadline July 30. Tender documents available from Empresa Nacional de Luz y Fuerza, Managua, until June 30 for $20 per two sets.

PAKISTAN—Power transformers. Requests quotations c&f Karachi. Direct purchase and agency. Ansa Corp. (importer, agent), 26 North Napier Rd., Karachi. WTD in preparation.

362 Electrical industrial apparatus

CYPRUS—Welding and spot welding equipment. Seeks to act as exclusive agent, importer and distributor. Theodore S. Ioannides (manufacturers' representative, importer, wholesaler, retailer), 133 Tricouppi St., Nicosia. WTD 5/27/65.

FRANCE—Electric motors. Direct purchase and agency. Electrerard S.A. (importer, wholesaler), 31 rue du Pot de Fer, Orleans, Loiret. WTD 4/30/65.

PAKISTAN—Motors, diesel electric, fractional and 40-100 hp. Standard Engineering Co. (importing distributor), Gardee Trust Bldg., Thornton Rd., Lahore, West. WTD 5/28/65.

363 Household appliances

FINLAND—Household, kitchen, other appliances and related articles; for 50-cycle, 220-v., a.c. operation. Requests descriptive literature, price lists, terms. Otra Oy (importer, wholesaler), Bulevardi 10 A, Helsinki. WTD 2/3/65 (Kesko Oy, Satamakatu 3, Helsinki).

FRANCE—Vacuum cleaners; refrigerators; washing machines; fans; stoves. Direct purchase and agency. Electrerard S.A. (importer, wholesaler), 31 rue du Pot de Fer, Orleans, Loiret. WTD 4/30/65.

QATAR—Household refrigerators, washing machines, electric housewares, vacuum cleaners, similar appliances. Salam Studio & Stores (wholesaler, retailer, importer), P.O. Box 121, Doha. WTD 5/17/65.

364 Electric lighting, wiring equipment

BAHRAIN—Decorative household lamps and lighting equipment. Middle East Traders (importer, retailer, wholesaler), P.O. Box 311, Manama. WTD 12/16/64.

FRANCE—Fluorescent lamps; lighting fixtures; electrical insulators; electric light tubes. Direct purchase and agency. Electrerard S.A.

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(importer, wholesaler), 31 rue du Pot de Fer, Orleans, Loiret. WTD 4/30/65.

365 Radios, TV sets

BAHRAIN—Stereo phonograph and tape recording and reproducing apparatus of all types. Firm particularly desires to become agent for Fisher hi-fidelity equipment in Bahrain. Middle East Traders (importer, retailer, wholesaler), P.O. Box 311, Manama. WTD 12/16/64.

FRANCE—Radios and television sets. Direct purchase and agency. Electrerard S.A. (importer, wholesaler), 31 rue du Pot de Fer, Orleans, Loiret. WTD 4/30/65.

QATAR—Radios and television sets, phonographs, phonograph records. Salam Studio & Stores (wholesaler, retailer, importer), P.O. Box 121, Doha, Qatar. WTD 5/17/65.

366 Communication equipment

BELGIUM—Road signaling equipment, electric especially warning flashing road signals. Antwerp Agencies, p.v.b.a. (importer, wholesaler, sales agent), 45 Solvynsstraat, Antwerp. WTD 5/28/65.

369 Electrical machinery, equipment

BRAZIL—Industrial electrical machinery and equipment in general; agent requests price quotations CIF Rio de Janeiro, catalogs and literature; direct purchase and agency. Sociedade Mercantil Pulmax Representações Ltda., Rua Sacadura Cabral 230, Rio de Janeiro ZC-05, WTD 6/3/65.

● **BURMA**—Supply of 950 dry cell batteries. Tender No. DPES.67/65, bid deadline July 15. Revolutionary Government of the Union of Burma, Office of the Director of Procurement, Defence Department, Rangoon.★ (Telephone: 202-WO 7-5345).

371 Motor vehicles, equipment

GERMANY—Automobile accessories; cif German seaport, quai landed, duty paid. Autohaus Georg von Opel KG. (importer, retailer, wholesaler, sales agent), 6 Frankfurt/Main, Mainzerlandstrasse 330-360. WTD 6/1/65.

QATAR—Motor vehicle parts and accessories. Middle East Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 143, Doha. WTD 5/5/65.

372 Aircraft, spare parts

● **ARGENTINA**—Supply spare parts for auxiliary power plant V-32D-2-1; Bid No. M-62, deadline July 26. See conditions at Argentine Aeronautical Military Mission, 12 West 56th St., 4th Floor (P.O. Box 208-Radio City Station), New York, N.Y., 10019.

● Supply spare parts as follows: Open bids Nos. M-59: spare parts for Pratt & Whitney R 1830 engine; M-38: spare parts for accessories Douglas DC-3 aircraft; opening date—July 7th. Open bids Nos. M-2: spare parts for instruments; M-14: spare parts for accessories S-55 Sikorsky Helicopter; M-1: spare parts for airplane electricity; opening date—July 22. See conditions at Argentine Aeronautical Military Mission located at 12 West 56th St., 4th Floor (P.O. Box 208—Radio City Station), New York, N.Y. 10019.

ENGLAND—Commercial aircraft and aircraft equipment, all types, including secondhand and used items. Direct purchase or agency. Pan Aeronautics Ltd. (exporters, importers, brokers), Panshanger Aerodrome, Nr. Hertford, Herts. WTD 5/10/65.

FRANCE—Hydraulic valves for aircraft equipment; control attachment for aircraft equipment. Direct purchase and agency. Ateliers Bariquand & Marre S.A. (manufacturer, dealer, importer, agent), 79 avenue Aristide Briand, Arcueil, Seine. WTD 3/12/65.

373 Ship, boat building, repairing

FINLAND—Boat building equipment, products, supplies, interested in whole range these, related products; request descriptive literature, price lists. Oy Vator Ab (manufacturers, exporters, importers, retailers). Etelaranta 10, P.O. Box 331, Helsinki. WTD 6/2/65.

374 Railroad equipment

● **INDIA**—Supply of 20 freight car sets of cast steel high speed trucks, 5′ 6″ gauge, complete with roller bearing wheel sets. Tender No. GP-40 of 1965, bid deadline July 20. Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Tender documents, including drawings, may be obtained from above address or from India Supply Mission (REF. D/ENQ/1740), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for $8.40 per set, plus postage. Copy of tender specifications, with drawings, available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

● **TAIWAN**—Supply of 30 reversible chair coaches with spare parts. Tender No. IB-0002-A, bid deadline July 3. Purchasing Department, Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. Global tender with financing by IBRD loan. Tender documents are obtainable from above address for NT$141.00 (US$3.52) each. A copy of tender specifications, with drawings, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

● Supply of materials and car parts for construction of 100 box cars. Tender No. IB-0002-B, bid deadline July 3. Purchasing Department, Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. Global tender with financing by IBRD loan. Tender documents are obtainable from above address for NT$210.00 (US $5.25) each. A copy of tender specifications, with drawings, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

381 Engineering, laboratory, research instruments

● **AUSTRALIA**—Supply of one bullet-weighing machine for the 7.62 mm. tracer bullet, accurate to within plus or minus one grain. Tender No. TVM251/1/5, bid deadline Sept. 1. The Secretary Contract Board, Chancery House, 485 Bourke St., Melbourne, Victoria.★ (Telephone: 202-WO 7-2939).

ENGLAND—Laboratory, scientific instruments, equipment, all kind, for use in universities, government labs and major educational institutes. Europa Engineering Co., Ltd. (importer), 12a Golden Square, London, W. 1. WTD 4/16/65.

384 Surgical, medical, dental supplies

BELGIUM—Medical instruments and equipment, all kinds. Antoine Lamoral p.v.b.a. (importer, wholesaler), 535 Torhoutsesteenweg, Sint Michiels Brugge, Belgium. WTD 5/26/65.

BRAZIL—Specialized electromedical and surgical apparatus and instruments; wholesaler to act as distributor or representative. Price quotations CIF Rio de Janeiro and FOB, catalogs and literature. Panimport S.A., Importacao e Exportacao (wholesaler, representative), Rua Joaquim Silva 56, 2° andar, Rio de Janeiro, ZC-06. WTD 5/27/65.

FINLAND—Safety equipment and protective clothing for industrial workers. Requests descriptive literature, prices, terms. Direct purchase or agency. E. Virta & Co. (importer, manufacturer, agent), Linnankatu 3, Turku, WTD 5/28/65.

PAKISTAN—Surgical goods, all kind. Shifa Medico (importing distributor), 30/B Shahalam Market, Lahore, West. WTD 5/28/65.

386 Photographic equipment

● **INDIA**—Supply of following works study filming and projecting equipment: cine camera with leather case; light meter; tripod folding type; standard lens; wide angle lens; work study attachment; motion study projector with case; projection table folding type; electrical appliances. Tender No. SFM-65/09/102, bid deadline June 29. Chittaranjal, West Bengal.★ (Telephone: 202-WO 7-2939)

PAKISTAN—Motion picture sound projectors; spares for projection equipment, cinema carbons; 16 and 35 mm. movie and still cameras. Requests quotations c&f Karachi. Direct purchase and agency. Ansa Corp., 26 North Napier Rd., Karachi. WTD in preparation.

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PAKISTAN—X-ray film. Shifa Medico (importing distributor), 30/B Shahalam Market, Lahore, West. WTD 5/28/65.

Cameras, enlarger, lens and filters. Qualsell Photographic Dealers (importing distributor), 42-B The Mall, Lahore, West. WTD 5/28/65.

QATAR—Photographic apparatus, equipment, attachments, accessories. Salam Studio & Stores (wholesaler, retailer, importer), P.O. Box 121, Doha, Qatar. WTD 5/17/65.

393 Musical instruments

SOUTH AFRICA—Musical instruments. Darters, Ltd. (importing distributor), P.O. Box 174, Cape Town. WTD 11/5/63.

394 Toys, amusements, sporting goods

FRANCE—Artificial lures for sea fishing. Direct purchase and agency. Margou & Fils S.A. (manufacturer, wholesaler, importer), 148 avenue Daumesnil, Paris 12e. WTD 3/5/65.

QATAR—Indoor games, game sets, toys, dolls, similar amusement and sporting goods for

children and youths. Salam Studio & Stores (wholesaler, retailer, importer), P. O. Box 121, Doha, Qatar, WTD 5/17/65.

396 Costume jewelry, novelties, buttons

BAHRAIN—Costume jewelry and ornaments made of all materials except precious metals or stones. Gulf Store (importer, retailer, wholesaler), P. O. Box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

Costume jewelry and novelties, ornaments, made of various materials except precious metals and stones. Gattan Store (importer, retailer, wholesaler), P. O. Box 424, Bahrain, Arabian Gulf. WTD 4/6/65.

JAPAN—Three-cut glass beads and metal beads for use in manufacturing ladies' handbags and purses. Continental Boeki Co., Ltd. (import, export), P.O. Box Showa 48, Nagoya. WTD 3/16/64.

QATAR—Costume jewelry, costume novelties, ornaments, made of non-precious materials. Salam Studio & Stores (wholesaler, retailer, importer), P. O. Box 121, Doha, Qatar. WTD 5/17/65.

SAUDI ARABIA—Costume jewelry, novelties and ornaments for men and women; direct purchase and agency. Ycob Al Hamar (importer, retailer), P. O. Box 4, Alkhobar. WTD 5/17/65.

TRUCIAL STATES—Costume jewelry and novelties, made of materials other than precious metals or stones. Abdul Razaq H.M. Ali Badri (importer, retailer, wholesaler), P. O. Box 142, Dubai, Trucial States. WTD 5/5/65.

399 Manufacturing industrial products

ENGLAND—Markers and signs for highways, streets, airport runways, roads. Direct purchase and agency. Universal Highways, Ltd. (public works contractors), Rowplant Station, M. Crawley, Sussex. WTD 5/10/65.

PAKISTAN—Fire extinguishing equipment, hand and mounted on pneumatic tires types. Standard Engineering Co. (importing distributor), Gardee Trust Bldg., Thornton Rd., Lahore, West. WTD 5/28/65.

★★ THAILAND—Trade Mission
Cigarette lighters. Sampanthamitr Co., Ltd. (importer, exporter), 257 Rajawongse Rd., Bangkok. WTD 6/23/64. TM 60 A.

508 Machinery, equipment, supplies

BELGIUM—Wire drawing diamond dies. H. M. J. Perlberger (importer, manufacturer), 19 Schupstraat, Antwerp. WTD 6/3/65.

BRAZIL—Used heavy industrial machinery and industrial installations; agent requests price quotations CIF Rio de Janeiro; direct purchase and agency. Sociedade Mercantil Pulmax Representações Ltda., Rua Sacadura Cabral 230, Rio de Janeiro ZC-05. WTD 6/3/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food products

SOUTH AFRICA—Macadamia edible nuts; confectionery, all types; savory cocktail snacks. Brittan's Sweet Centre (manufacturer, retailer, agent), P.O. Box 42, Saxonwold, Transvaal. WTD 5/11/65.

220 Textile mill products

FRANCE—Fabrics for clothing: cotton, wool, synthetic, silk. Alfred Chotard (agent), 80 rue du Fg St-Denis, Paris 10e. WTD 4/30/65.

NEW ZEALAND—Cotton print fabrics in the $1 and under price range. G. R. Hosking, General Manager, Richard Seddon, Ltd. (manufacturers' representative), Paterson's Building, 29 Chancery St., Auckland. WTD 6/10/65.

222 Broad woven fabric, manmade fiber, silk

ENGLAND—Nylon fabrics. Quiltella, Ltd. (manufacturers, exporters, wholesalers), Mappin House, 156/162 Oxford St., London, W.1. WTD 4/20/65.

230 Apparel

ENGLAND—Women's and children's wearing apparel. Quiltella, Ltd. (manufacturers, exporters, wholesalers), Mappin House, 156/162 Oxford St., London, W.1. WTD 4/20/65.

264 Converted paper, paperboard products

ENGLAND—Stationery, office desk equipment, business gift items. Sole agency. Sandhurst Group of Companies (importers, retailers), Ashdown Works, Ashdown Rd., Kingston-upon-Thames, Surrey. WTD 4/29/65.

306 Fabricated rubber products

SWITZERLAND—Natural and synthetic sponges for cleaning cars. Kleentab-International (importer, distributor), Anthony Kuenzli, P.O. Box 566, 6002 Luzerne. WTD 3/30/65.

311 Leather tanning, finishing

SWITZERLAND—Deer leathers for cleaning cars. Kleentab-International (importer, distributor), Anthony Kuenzli, P.O. Box 566, 6002 Luzerne. WTD 3/30/65.

315 Leather gloves, mittens

SWITZERLAND—Sport gloves for driving. Kleentab-International (importer, distributor), Anthony Kuenzli, P.O. Box 566, 6002 Luzerne. WTD 3/30/65.

342 Cutlery, hand tools, general hardware

NEW ZEALAND—Specialized plant hand tools for electronic components and equipment manufacturers. Teagle, Smith and Sons, Ltd. (importer, wholesaler), 272-8 Wakefield St., Wellington. Attention: P. J. Barry, Purchasing Department. WTD 4/24/65.

367 Electronic components

ENGLAND—Electronic equipment such as transducers; vibration, generation, control equipment. Technitron, Ltd. (importer), 52 Broadway, Bracknell, Berks. WTD 4/23/65.

371 Motor vehicles, equipment

SWITZERLAND—Accessories for motor vehicles (not installed as standard equipment from the factory) head rests, back rests, snow chains. Kleentab-International (importer, distributor), Anthony Kuenzli, P.O. Box 566, 6002 Luzerne. WTD 3/30/65.

382 Instruments for measuring, controlling, indicating physical characteristics

SWITZERLAND—Speedometers for motor vehicles. Kleentab-International (importer, distributor), Anthony Kuenzli, P.O. Box 566, 6002 Luzerne. WTD 3/30/65.

395 Pens, pencils, other office materials

ENGLAND—Office desk equipment, business gift items. Sole agency. Sandhurst Group of Companies (importers, retailers), Ashdown Works, Ashdown Rd., Kingston-upon-Thames, Surrey. WTD 4/29/65.

399 Manufacturing industrial products

ENGLAND—Business gift items, office desk equipment. Sole agency. Sandhurst Group of Companies (importers, retailers), Ashdown Works, Ashdown Rd., Kingston-upon-Thames, Surrey. WTD 4/29/65.

Water, sewage system to be built in Iraq

The Iraqi Government invites qualified tenderers to participate in bids for establishment of a water and sewage system in the Ministry of Defense, Baghdad.

Terms and specifications may be obtained from the Directorate of Military Works, Ministry of Defense, for ID 15 ($42) a copy, refundable, plus airmail charges to the U.S. Bidders must submit a cash deposit of ID 5,812 ($16,273) or an Iraqi bank guarantee with their offers.

The closing date for sale of specifications and conditions is July 8. Offers must be received by noon, July 13.

This appears to be the type of project usually awarded to local contractors who may be assisted in preparing their bids by foreign suppliers of materials and equipment. A list of Iraqi contractors is available to firms located in the United States through the Water Industries and Engineering Services Division, BDSA, Room 4111, Department of Commerce, Washington, D.C. 20230, upon request.

Future Construction

ALGERIA—Government plans extensive **port construction** at Arzew. Project includes 600-meter extension of New Jetty, costing about $12 million, and petroleum port complex to cost approximately $160 million with first phase of $8 million to be completed in two years. Work to begin in October.

U.S. firms interested in bidding must present following documents in French: Nationality, structure, and corporate status; references concerning similar projects accomplished in last 15 years, with photocopy of certificates delivered; and list of principal equipment to be made available.

Documents should be addressed to M. L'Ingenieur en Chef du Service, Maritime du Departement D'Oran, Nouvelle Route du Port, Boite Postale 106, Oran, Algeria.

ANGOLA—Two new **hotels** are planned in Luanda. Plans have been made to convert large, so-called Sonana Building nearing completion in downtown Luanda into 90-room hotel. Building had originally been intended as an apartment house.

Sr. Pereira Chaves, proprietor, a businessman from Cabinda, reported he had already contracted architect to make study of necessary modifications, and added that each room would have separate bath, telephone, and air-conditioning and that some would be suites.

Though hotel will not have restaurant, it will have bar, lunch counter, and swimming pool. Proprietor said he expected modifications to cost additional several thousand contos, and that he was making arrangements for financing.

Second project was publicly announced at formal ceremony attended by Governor-General. Scale-model of planned tourist resort on Lunda Island was revealed, and would involve total investment of approximately 45,000 contos (about $1.5 million). Project to be divided into three phases: first phase of construction calls for hotel complex of 168 rooms; second phase will add 60 rooms (beach bungalows), and third, another 168, for total of 396. All normal hotel facilities will be provided, plus boat dock for pleasure craft.

First phase will be inaugurated within two years. Principal backing to come from Sociedade Portuguesa de Cervejas, brewery corporation which controls Cuca breweries in Angola.

Government has released abstract of General Infrastructure Plan of Argentine Air Secretariat outlining Argentina's needs for **meteorological, general airport and communication/navigational aid equipment** over 1965-1969 period. Abstract also indicates peso costs for needed civil works such as runway lengthening and paving, and taxiways. Document entitled "Analysis of the Government of Argentina National Aviation Development Plan for Period 1965-1969." Plan sets forth program of improvements for 54 airports, listing equipment needs, estimating costs, and priorities.

Much of equipment requirements must be imported, so there will be export opportunities for U.S. suppliers. Credit terms offered by suppliers will undoubtedly be determining factor in any sales competition.

One copy of abstract available to U.S. firms for three-day loan. U.S. firms wishing to review this document should send pre-addressed mailing label to Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Abstract will be circulated on first-come basis.

BRITISH HONDURAS—Premier announced U.K. Government's approval of new **capital project** and its permission for work to proceed. Details of financial assistance, as well as works schedule, have not been released yet.

Announcement states B.H. $16 million (U.S. $11.2 million) involved and that great part of this amount will be provided from grants and loans to be made available by British Government.

Land for new capital has already been acquired at site 50 miles west of Belize City at junction of Western Road (from present capital to Guatemalan border) and Hummingbird Highway from Stann Creek town. Proposal forwarded as enclosure to referenced airgram has been considerably modified to bring development within range of financial reality. Funds to become available will go for land preparation, sewage and water systems, roads and streets, sufficient for first stage of city construction. First stage will provide administrative headquarters for Government and auxiliary activities. Dwellings for government officials and civil servants will also be provided. Belize City will continue as center of commerce. Relatively few persons not directly connected with Government expected to move to still unnamed capital city when it is completed.

Tenders and expenditures for new capital project will be restricted to Sterling area.

GERMANY—State of Hesse has announced 10-year **general development program,** to run from 1964 to 1974, although actual application not to be limited by termination date. Program aimed at promotion and maintenance of economic stability in State. Total investment will be approximately DM 33 billion (about $8 billion), DM 13.5 billion of which will be provided by State of Hesse, DM 7.5 billion by Hessian communities and DM 13 billion by Hessian industries.

General concept of plan regarding long-range planning has already received favorable appraisal by German national bank and it is considered to be in accord with recommendation of Federal Economics Ministry.

Distribution of investments has been calculated as follows:

Social projects—DM 14.3 billion; these comprise construction and modernization of housing, including village community centers, youth centers, sports and recreation centers, old-age homes, hospitals and nursing stations; and measures for purification of air and disposal of waste.

Cultural projects—DM 4.5 billion; these consist of construction and expansion of public schools, conservatories, museums, and theatres.

Economic projects—DM 8.1 billion; these comprise structural development of Hessian regions; promotion of tourist traffic, small business and trade as well as agricultural industries; modernization and expansion of water supply and sewage disposal networks.

Transportation network projects—DM 6.1 billion; these envisage construction and improvement of road networks in Hessian cities, towns and villages.

NICARAGUA—Government has rejected initial bids on three important **construction projects** as being excessively high.

These projects are reconstruction of Nandaime-Rivas section of Inter-American Highway, extension of runways of Las Mercedes Airport near Managua, and Rivas irrigation project.

Government has now obtained permission from institutions providing financing for Nicaraguan Ministry of Public Works to undertake construction of projects, either directly or by subcontracting.

Highway Department announced that four Nicaraguan firms had been chosen for reconstruction of Nandaime-Rivas section of Inter-American Highway. Contract for earth moving was awarded to new firm, Caminos y Construcciones, S.A., construction of bridges and drainage to Cardenal, Lacayo, Fiallos, sub-base to Chamorro y Cuadra, and base and asphalt to Dacal.

No final decision appears to have been made as to whether to request rebids for Rivas irrigation project or assign work to Ministry of Public Works for subcontracting. Project being financed by World Bank loan.

Design has been chosen for new passenger and cargo terminal at Las Mercedes Airport as result of competition held among Nicaraguan architects. Terminal will be built with U.S. $1 million loan from Grace National Bank of New York.

Government of Pakistan (GOP) intends to build 89-mile long **super highway** from Karachi to Hyderabad. Contract subject to international tendering.

Inam Bari Pervaize P.S.E., Director of Highways, for Chief Engineer, Highways Organ, Communications and Works Department, Government of Pakistan, Lahore (Tel. 65881), requests list of reputable U.S. contractors experienced in highway construction. Interested firms must provide biographical data on technical staff and also list of all major highway construction projects in which they were engaged.

PAPUA-NEW GUINEA—Commonwealth Government has deferred decision on Western Australia's long-standing request for grant of £30 million over 15-year period to complete **Ord River irrigation scheme.** Prime Minister Menzies reportedly told W.A. Premier Brand that Commonwealth had decided to defer decision on providing additional financial support for project, located in remote northwestern part of W.A., until results of scheme were available over longer trial period. Cotton growing has received major attention as potential crop for area; several American families are on first group of farms opened for settlement.

Australian Minister for Territories Barnes tabled in Parliament **five-year plan for economic development of New Guinea,** that will cost up to £A 300 (£A=U.S. $2.24) million for period. Tabling was followed by press conference, held by Minister.

According to press, Minister said Government has accepted World Bank report on Papua-New Guinea as working basis but was not committed to every part of it. World Bank had recommended £250 million for same period. Most of £300 million now proposed would be provided by Australia, according to Minister, with balance to be obtained from Territory's own resources (Australian Government currently contributes about £28 million of Territory's budget of roughly £45 million).

Both domestic and foreign private capital was also to be encouraged, according to press account of Minister's statement.

Significant Awards

ARGENTINA—Argentina's state oil entity, YPF, announced signing of contract with French subsidiary of Lummus Co. of New York covering engineering design and construction as well as purchase of imported materials for **lube oil plant** at La Plata. Concurrently, YPF signed licensing agreement with Texaco Development Corp. covering lube oil manufacturing processes. Total cost of plant approximately $23 million, while licensing rights are valued at $330 thousand.

La Plata lube oil plant to be constructed for capacity of 950,000 barrels/day of base lube oils. Main components of plant include equipment for propane de-asphalting, furfural treating, de-waxing, clay treating, blending and canning and packaging of lube oils and wax.

Foreign currency component of new lube oil plant, estimated at $10 million, will be financed by consortium of French banks coordinated by Credit Lyonnais. It is understood that official French credit insurance will be granted. Imported material will be largely of French origin.

In addition to La Plata lube oil plant, YPF's refinery expansion plans include modernization of La Plata refinery, which has already been awarded to the Japan Gasoline Co., second expansion and modernization of Lujan refinery, and minor modernization job at Campo Duran refinery.

PAKISTAN—Water Supply of West Pakistan has awarded $2.5 million contract to Ralph M. Parsons Co., Los Angeles, to assist and train Pakistani personnel in planning, designing, constructing, operating and managing **water-supply and sewerage systems.** Direct technical assistance will be provided on five projects affecting 22 cities. Included are plans for expanding Hyderabad's river-water treatment plant, adding deep wells at Multan, and completing deep-well systems for Gujranwala, Newabshah and Sheikhupura. Fifteen-member Parsons team will assist Public Health Engineering Department for four years.

Leads for Importers

213 Tobacco

★★ THAILAND—Trade Mission

Desire to export tobacco leaf for making cigars (main crop is Virginia tobacco). This firm is one of five exporters licensed by the Thailand Tobacco Monopoly. Sri Suwan Co. (exporter), 81 Rajadamnern Ave., Bangkok. WTD 7/6/64. TM 2.

237 Fur goods

FINLAND—Ladies' fur hats, of mink, seal and nerz bisam; offered on distributor basis or for direct sale; full details, prices, available upon request. M. Pippingsköld Suomiturkis-Finnfur (manufacturers, exporters), Iso Roobertinkatu 52 B, Helsinki. WTD 6/3/65.

273 Books

ENGLAND—Books, magazines, pamphlets, on railroads and railroading. Catalogue pages available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Leonard Clyde (exporting bookseller, sales agent), The Mount, Ewell, Surrey. WTD 5/10/65.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Refractory and ceramic clay (in bulk or pulverized or other form), in bags of 110 pounds each, per lots of 20 metric tons. Also chamotte and kaolinic charge. Preferably direct to consuming industries. Société Générale des Argiles Réfractaires (S.O.G.D.A.R.) (wholesaler, exporter), 54 Rue Pierre Duheim, Bordeaux, Gironde. WTD 4/23/65.

349 Fabricated metal products

FRANCE—Metallic ladder (tubular steel), patented, entirely new type. A safety combination folding ladder easy to move and to transport in open or folded positions; may be stored in small space; for various utilizations indoors and outdoors; may be operated in all positions at required levels. Illustrated leaflets (legends in French) available from Trade Opportunities Staff, BDSA-6192, Room 4203, Department of Commerce, Washington, D.C. 20230. Manufacture d'Armes et Cycles de Châtellerault (manufacturers), 36 Avenue Wilson, Châtellerault, Vienne. WTD 5/28/65.

355 Special industry machinery

FRANCE—Photosetting equipment, headliner (graphic arts material). Ateliers Bariquand & Marre S.A. (manufacturer, dealer, importer, agent), 79 avenue Aristide Briand, Arcueil, Seine. WTD 3/12/65.

373 Ship, boat building, repairing

FINLAND—Yachts, sail or motor equipped, wooden construction, 20 to 60 ft. length; seeking distributors; full details available upon request. Oy Vator Ab (manufacturers, exporters, importers, retailers), Eteläranta 10, P.O. Box 331. Helsinki. WTD 6/2/65.

384 Surgical, medical, dental equipment

FRANCE—Safety beds, automatic, revolving and rolling, for every purpose of medical care, for use in hospitals, clinics, institutions, and at home for patients and invalids. May be operated into six different positions by only one attendant. Illustrated leaflets (legends in French) available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington 25, D.C. Manufacture d'Armes et Cycles de Chatellerault (manufacturers), 36 Avenue Wilson, Châtellerault, Vienne. WTD 5/28/65.

399 Manufacturing industrial products

NEPAL—Statuary and art goods. Nepalese hand-made carpets, religious scroll paintings, garden umbrellas, bronze figures, stone-studded curios, small wooden temples. Samples on request. Specify quantities desired. Cottage Industry Handicraft Emporium (exporter, distributor), Juddha Sadak, Kathmandu. WTD in preparation.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Messrs. Cecilio Quintana, Fernando Caretti and Roberto Marcerou, representing La Cantabrica S.A.I.M., Moreno 755/65, Buenos Aires, interested in recent developments in manufacture and utilization of **agricultural machinery and implements** and requesting technical information. June 7 via Chicago for 1 month; c/o Argentine Consulate, 105 W. Adams, Chicago, Ill. Itinerary: Chicago, South Bend, Shelbyville, Ind., Denver, Kansas City, Pittsburgh, New York. WTD 4/22/64.

GERMANY—Peter Buschhoff, representing Gebr. Buschhoff, Herrenkleiderfabrik, Worms/Rhein, 26 Wilhelm Leuschner-Strasse, interested in visiting U.S. manufacturers of **ready-made men's clothing** and requesting technical information. Approximately June 15 via San Francisco for 2 weeks or more; c/o Department of Commerce Field Offices on route. Itinerary: San Francisco, New York.

GHANA—Mohamed R. El-Hamaoui, representing Motor Parts Agencies and El-Hamaoui Hosiery Works, P.O. Box 931, Accra, interested in importing all types of **yarn** (cotton, silk, nylon, and woolen) for new **hosiery factory.** Late June or early July via New York City for 1 week; c/o Department of Commerce Field Office, Empire State Building, New York, N.Y.

HONG KONG—Albert (Tin-Sui) Ho, Director, The Dragon Seed Co., Ltd., 39 Queen's Rd. Central, Hong Kong, interested in purchasing latest fashion **ready-made apparel for men and women and fabrics for curtains and garments** and requesting technical information. June 10 via Honolulu until July 12; c/o Statler Hilton, 7th Avenue, New York, N.Y. Itinerary: Honolulu, San Francisco, Los Angeles, Miami, Washington, Buffalo, New York. WTD 9/8/64.

ISRAEL—Haim Kaufman, representing L. Kaufman & Son, Photographic Kaufman, Ltd., Chemicals Kaufman, Ltd., Agencies Kaufman, Ltd., Packaging Kaufman, Ltd., Israel Aerosol Co., Ltd., 61 Herzl St., Tel Aviv, interested in agencies, import and export, and manufacturing under license of **aerosols, cosmetics, audiovisual and teaching units, packaging, and photographic and film equipment.** First part of July via New York City for 3 weeks; c/o Charles Besseler Co., 219 S. 18th St., East Orange, N.J. Itinerary: New York, Chicago, San Francisco, St. Louis, others to be determined.

SAUDI ARABIA—Ahmad Hamad Al Gosaibi, President, Hamad Ahmed Al Gosaibi, P.O. Box 160, Alkhobar, interested in **machinery, shipping lines and agencies, steel pipes, general merchandise.** June 15 via Honolulu for 15 days; c/o Arabian American Oil Co. (ARAMCO), 505 Park Ave., New York, N.Y. Itinerary: Honolulu, Los Angeles, New York, Washington.

New Books and Reports

Digest to cover commercial laws of 56 countries

Credit management association to publish 1st of 3-volume set in October; will be updated

The National Association of Credit Management has announced that it will publish a digest of the commercial laws of 56 countries this October.

The Digest offers at the international level a service parallel to the association's domestic Credit Manual of Commercial Laws, published annually for credit and financial executives since 1908.

Lawyers in each of the countries to be included have prepared digests of the pertinent laws affecting export trade and credit interests. The translation and preparation of copy was designed for easy readability and legal accuracy.

The Digest of Commercial Laws of the World is planned as a three-volume set, covering the laws of 56 countries of the free world, with the first volume scheduled for October distribution to charter subscribers. Each country will be published as a separate pamphlet, to be included in a binder.

The three-volume set is priced at $75, payable in $25 installments as each volume is published and delivered.

The individual articles will be supplemented as future changes occur in the laws of the countries covered.

Write: The National Association of Credit Management, 44 East 23rd. St., New York, N.Y. 10010.

***The Businessman's Guide to Europe.* By Paul B. Finney, with the staffs of Business Week and McGraw-Hill World News. McGraw-Hill Book Co., New York. 625pp. $10.**

A very handy travel guide, prepared under the auspices of Business Week magazine specifically for the U.S. businessman traveling in Europe. Its wealth of detail includes tips on how to catch taxis and trains, meeting European businessmen, trading stocks, arranging plant tours, attending trade fairs and renting cars. It focuses on the cities of Western and Eastern Europe—their business districts, industrial suburbs, main industries, stock exchanges, businessmen's clubs and top business restaurants.

The book features 35 maps of European cities, 25 capsule guides to countries, and over 1,000 business addresses. It is broken down into five sections: getting set to go; getting around Europe; business capitals of Western Europe; business capitals of Communist Europe; and appendixes listing such things as American Chambers of Commerce in Europe, European information offices in the U.S., U.S. stockbrokers and law firms in Europe, and the largest industrial companies in both the Common Market and European Free Trade Association countries.

Write: McGraw-Hill Book Co., 330 West 42nd St., New York, N.Y. 10036.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***International Trademark Protection.* By Eric D. Offner. Fieldston Press, New York. 285pp. $20.**

"International Trademark Protection" provides a guide for the busniessman who may be confronted with trademark problems abroad. In it the trademark owner will find the answers to the many issues involved in international trademark protection. The basic background and commentary is supported by case law from more than 20 countries.

The relevant trademark considerations covered in the text include: how to go about planning a world-wide trademark program; the requirements of use that the trademark owner must comply with; how to comply with marking requirements; the pro's and con's of international trademark registration at the Geneva Bureau; and the increasingly important subject of trademark licensing, which, as Mr. Offner points out, is the most dynamic and expanding development in the law of trademarks.

The text also includes such valuable reference material as the texts of all relevant international trademark conventions: the Paris Union Convention, the Madrid Arrangement for International Trademarks, the Pan-American Convention, the African and Malagasy Convention Relating to Trademarks, and the Rules of Competition of the Common Market Treaty.

Write: Fieldston Press, Box No. 3413, New York, N.Y. 10017. **V.T.**

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($1¼ additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Market Factors in Pakistan. OBR 65-24. 9pp. Summarizes the general economic outlook, the scope and nature of the Pakistan market, competitive factors affecting U.S. firms, and gives a market analysis for selected commodities and services.

Selling in the United Kingdom. OBR 65-26. 12pp. Outlines the road to selling in the U.K., British commercial practices, marketing aids available to U.S. firms, the extent of Government procurement, insurance and guarantees, and gives some notes designed to aid business travelers.

Selling in Spain. OBR 65-30. 7pp. Contains the same basic types of information as OBR 65-26, above.

Foreign Trade Regulations of Pakistan. OBR 65-31. 9pp. Describes Pakistan's trade policy, import tariff system, sales and other internal taxes, documentation, labeling and marking requirements, special customs provisions, nontariff import controls, Pakistan's export controls, and U.S. controls affecting trade with Pakistan.

***American Needle Trades Export Directory: 1965.* $4.95. Apparel Institute, New York. 64pp.**

A directory of American products for use by the world's needle trade. Covers fabrics, trimmings, machinery, factory equipment and services, and apparel for men, women, boys and girls.

Write: Kogos Apparel Textbooks, 77 Maple Drive, Great Neck, N.Y.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—751964/49

Calendar *for international traders*

June

21—Outdoor Power Equipment Institute, 13th annual meeting, the Greenbrier, **White Sulphur Springs, W. Va.** Speaker: James F. Collins, Deputy Administrator, Bureau and Defense Services Administration.

22—"Show-You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC, World Trade Club.

22—Businesmen's consultation with members of U.S. Trade Mission to Kuwait, Iraq and Lebanon, St. Regis Hotel, **New York.** Sponsors: American-Arab Assn. of Commerce and Industry; Field Office, Department of Commerce.

22—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

22—"First Step" Export Workshop, Chamber of Commerce, **Forrest City, Ark.** Sponsors: Forrest City Chamber of Commerce; Field Office, Department of Commmerce.

22—In-Office Workshop on Export Expansion, Field Office, **Jacksonville.**

22—Export-Import Bank Conference, **Oklahoma City.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

23—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Boy's Apparel and Accessories Assn.; Field Office, Department of Commerce.

23—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

23—Businessmen's consultations with members of U.S. Trade Mission to Kuwait, Iraq and Lebanon, Field Office, **Philadelphia.**

23—Businessmen's consultations with members of U.S. Trade Mission to Kuwait, Iraq and Lebanon, Field Office, **Pittsburgh.**

23—Export-Import Bank Conference, **Tulsa, Okla.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

24—Ashtabula World Trade Luncheon, Ashtabula Hotel, **Ashtabula, Ohio.** Sponsors: Chamber of Commerce; Economic Development Commission; Field Office, Department of Commerce; REEC. Speaker: E. E. Schnellbacher, Bureau of International Commerce.

24—Businessmen's consultations with members of U.S. Trade Mission to Kuwait, Iraq, and Lebanon, Field Office, **St. Louis.**

24—Businessmen's consultations with members of U.S. Trade Mission to Kuwait, Iraq and Lebanon, Field Office, **San Francisco.**

24—Export-Import Bank Conference, **Dallas.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

25—Conference-consultations. Arthur Noble, member, U.S. Trade Mission to Taiwan/Thailand, Field Office, **New Orleans.**

25—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

25—Businessmen's consultations with members of U.S. Trade Mission to Kuwait, Iraq and Lebanon, Field Office, **New Orleans.**

29—Virginia Association of Insurance Agents, Cavalier Hotel, **Virginia Beach, Va.** Speaker: Alexander B. Trowbridge, Assistant Secretary for Domestic and International Business.

29—In-Office Export Conference, 10:30 A.M., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

29—Central American Chamber of Commerce dinner, Plaza Hotel, **New York.** Speaker: Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.

30—In-Office Export Seminar, Field Office, **San Francisco.**

July

8—In-Office Export Workshop, Field Office, **Chicago.**

13—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

15—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

19-30—Foreign Trade Export-Import Institute, University of Rhode Island, **Kingston, R.I.** Sponsor: Management Sciences Institute.

22—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

23—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

23—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, REEC.

29—In-Office Export Workshop, Field Office, **Chicago.**

August

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19-20—Private consultations with Commercial Attache, U.S. Embassy, Frankfurt, Field Office, **Chicago.**

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

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